

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, JUNE 21, 1928



"AMERICA FORE"



A HOUSE

A home representing in many instances the bulk of its owner's fortune.

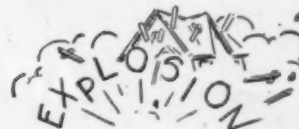


FIRE INSURANCE

of course is carried. But why is it that the threat of loss due to



or the complete havoc which can be wrought by



is so often ignored? Usually because these hazards have not been thought of.

When you sell a home owner fire insurance tell him about these coverages and don't forget to include Rental Value Insurance too.

**The CONTINENTAL
INSURANCE COMPANY**
EIGHTY NICHOLS LANE, NEW YORK, N.Y.

SAULEY, VICE PRES. CHAIRMAN OF THE BOARD
PAUL E. BAIRD, PRESIDENT

CASH CAPITAL - FIFTEEN MILLION DOLLARS

NEW YORK CHICAGO MONTREAL DALLAS SAN FRANCISCO

"The Continental Commands Confidence"

INSURED FOR FIFTY-FOUR YEARS

The dwelling shown in this photograph has been continuously insured in the Fire Association since 1874. It is located in Stillwater, Minn., now owned by a son, and occupied by a granddaughter of the original insured.



It was seriously damaged by a fire in 1881, when the house was entirely remodeled. The insurance is placed through the Prince - Joy Agency, which has represented the Fire Association for more than 54 years.

Capital

\$3,000,000

Home Office
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Philadelphia
Penna.



Western Dept.
Adams Franklin Bldg
222 W. Adams St.
Chicago Ill.

AFFILIATED COMPANIES

The Reliance

Victory

Insurance Company

Insurance Company

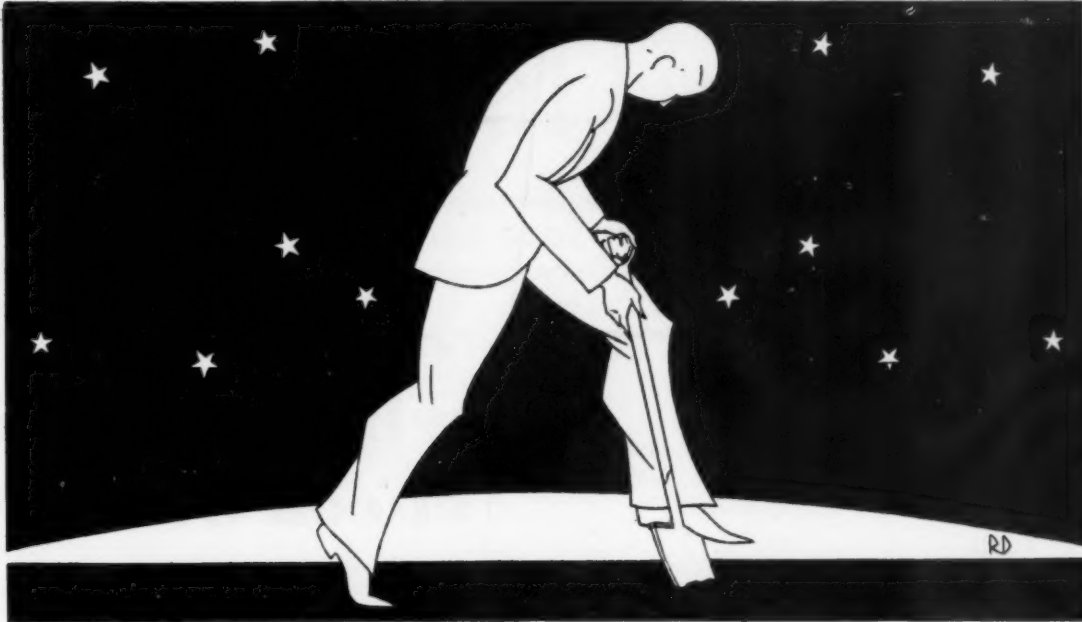
J. W. Cochran
President

Capital \$1,000,000.

Capital \$1,000,000.



ALMOST EVERY KIND **INSURANCE** EXCEPTING LIFE



The Search for Value

In talking about our Companies to men qualified to represent them competently as local agents, we intentionally refrain from superlatives. We abstain from claiming that we are the "best" fire insurance organizations, or that our general advertising and local agency helps are the "best."

Maybe some people look upon us as a bit old-fashioned — a bit deliberate in our movements. But our figures of growth at the end of each year show that we are *sound* and *progressive*. Also that we are doing, constructively, everything possible to help our agents increase their incomes. *That* beats all superlative self-adulations!

Our special agents are mature, seasoned men thoroughly acquainted with the problems that confront the local agent.

Our Advertising Department is of moderate size, and it has some very definite ideas on how such a department should function. For instance, we believe the advertising manager ought to have local agency experience if he is to develop powerful advertising for local agents to use. Ours has.

The pages of our monthly magazine, *The Accelerator*, which goes to our agents each month, are crammed with tested business-building ideas.

If you would like a sample copy, write to our Advertising Department.

**BOSTON INSURANCE COMPANY
OLD COLONY INSURANCE COMPANY
87 KILBY STREET, BOSTON, MASSACHUSETTS**



M. E. BLATT CO.
ATLANTIC CITY'S
GREAT DEPARTMENT STORE

November Eighth
1927.

Mr. W. A. Faunce, President,
Phillips Company,
Atlantic City, N. J.

Dear Mr. Faunce:

We acknowledge with thanks receipt of your letter of November 5th, enclosing check for \$8,309.56 being return premiums resulting from the reduction of the rate of insurance on our buildings and contents, brought about by the installation of a sprinkling system.

We desire to commend you and to express our appreciation for the splendid service rendered by you and your company in this entire transaction. Beginning with the making of the contract with the Grinnell Company - fixing of our rate by the Rating Bureau of New Jersey - and ending with the receipt of this check for a sum so much larger than we expected, your interest, advice and attention has been more than satisfactory.

We are,

Very truly yours,
M. E. BLATT CO.
Carroll E. Faunce
Treasurer.

ADDRESS ALL COMMUNICATIONS TO THE COMPANY AND NOT TO INDIVIDUALS



Store of M. E. Blatt Co., Atlantic City, N. J., recently equipped with Grinnell Automatic Sprinklers. This has reduced their insurance rate about 80%, and in addition, brought them a check for \$8,309.56 in returned premiums.

GRINNELL COMPANY

Executive Offices: Providence, R. I.

Branches in all principal cities

**"We appreciate
your splendid
service,"
...said the client
when he received a
check of \$8,309.56
as returned
premium**

Read his letter

FEW things please a client more than a substantial return of premiums,—and nothing brings so large a return as the installation of a modern sprinkler system.

What's more, some other agent is likely to please your clients with exactly that bait unless you do it first.

Philips Company, insurance agents in Atlantic City knowing this fact, got their client, the M. E. Blatt Company, the city's great department store, to have a Grinnell Sprinkler System installed. This cut their rate 80% which amounts to an annual saving of over \$12,000, and brought them return premiums of \$8,309.56 for part of the first year!

Similar reductions, the same in proportion on smaller risks, will please your clients equally, and usually a Grinnell sprinkler installation can be financed and paid for out of the saving.

The Grinnell Company, with the longest experience of any sprinkler manufacturer, assumes all responsibility for building, installing, and financing sprinkler installations. Our free booklet, "The Local Agent and Automatic Sprinklers," gives full particulars. Send for it today.

Remember that unsprinklered risks furnish most of the fire losses. Sprinklers not only prevent serious fires—they prevent interruption of the client's business. Make yourself solid with your clients by telling them these facts. Then call on us for assistance if you need it. We have representatives in all principal cities.

Please send, free, "The Local Agent and Automatic Sprinklers,"—also Roger W. Babson's letter that analyzes the advantages of the Grinnell Sprinkler Finance Plan.

Name.....

Firm.....

Address.....

Grinnell Co., Inc., 251 W. Exchange St., Providence, R. I.

The National Underwriter

Thirty-Second Year No. 25

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, JUNE 21, 1928

\$4.00 Per Year, 20 Cents a Copy

COLLISION RATES IN INDIANA RESTORED

Western Automobile Underwriters Conference Repudiates Executive Committee Action

REASON FOR THE MOVE

Eastern Officials Saw Much Danger in the Offing in Other States on This Account

The executive committee of the Western Automobile Underwriters Conference was instructed by a decisive majority at a special meeting Tuesday in Chicago to restore automobile collision rates in Indiana. The executive committee had ordered a decrease of 50 percent in the rates in that state. George H. Bell, western manager of the National of Hartford, chairman of the executive committee, presented the arguments for the committee's action, but he was overpowered by an onslaught from the east. John L. Mylod, head of the North British & Mercantile automobile department, came armed with a stack of proxies. His vote together with that of State Agent Clinton Lasher of the Home group in Indiana accounted for 27 percent of the affirmative vote to restore rates.

Catlin Was the Spokesman

R. I. Catlin, secretary of the Automobile of Hartford, was the spokesman for the opponents. The Automobile has the fourth largest business in the state. Walter Miess of the London Assurance and Harry Ogden, vice-president of the Maryland and representing also the Niagara Fire, came from the east and opposed the executive committee. J. Ross Moore, manager of the National Automobile Underwriters Conference, was present and spoke against the action of the executive committee.

The executive committee in studying the situation in Indiana found that the State Auto Insurance Association, a reciprocal, does by far the biggest business in the state. The other reciprocals and mutuals are active in Indiana. The conference companies have not gotten much business there. The Maryland and Niagara have a fair business as has the Automobile. The executive committee found further that non-conference stock companies were entering their agencies for automobile business, paying excess commissions or granting other perquisites. What little automobile business was being written by most of the stock companies was slipping away. No stock company had a great amount of business at hand. Therefore it was felt that if a sharp cut were made in collision rates, it would serve to bring the opposing forces to time.

The reciprocals and mutuals were greatly agitated over the move and held

CONVENTION DATE IS CHANGED TO SEPT. 24-26

TIME FOR COMMISSIONERS

Former Schedule Conflicted with Plans of the National Association of Insurance Agents

The date of the annual meeting of the National Convention of Insurance Commissioners has been changed. It was set for Sept. 18-20 at Rapid City, S. D. At the executive committee meeting at West Baden Springs, Ind., a list of the major conventions was given the commissioners and they chose the week of Sept. 17 so that it would not conflict with any other meeting. At that time the National Association of Insurance Agents was fixing its date for its annual meeting at West Baden Springs, Ind., for the week of Sept. 24. Just before Secretary Walter H. Bennett of the National association left West Baden Springs, Manager Raymond F. Hall, of the West Baden Springs Hotel, found that the florists' convention which had been scheduled for the third week in September had changed its date to the last week.

Therefore, if the National Association of Insurance Agents went to West Baden for its meeting it would either have to meet the week of Sept. 17, or the first week in October. To meet the first week in October would conflict with the casualty convention at White Sulphur Springs. To meet the third week would conflict with the Insurance Commissioners' Convention. Therefore, the National Convention of Insurance Commissioners, in order to clear up the complications, graciously changed its date to the week of Sept. 24. The date will be Sept. 24-26, at Rapid City, S. D.

a conference in Chicago about a week ago. While the State Auto maintains manual fire and theft rates it offers a reduction on liability, property damage and collision. Undoubtedly the action of the conference got under the hide of the non-conference companies. Many agents who had lost automobile business to outsiders felt that they could recover some of it.

The opponents of the reduction in rates made the point that the executive committee of the Western Automobile Conference on so important a matter should not have promulgated an order without having it passed on by the conference as a whole. They contended that the committee assumed far too much authority on a proposition of this kind that involved all the members.

Unpopular in the East

The action of the executive committee reducing rates on May 23, 50 percent, was highly unpopular in the east. Company officials opposing the measure conceded the pressure on conference agents from representatives of non-affiliated institutions. They realize the fact that Indiana is a hotbed of reciprocals and mutuals and the stock companies were unable to make much of a dent. They appreciated too the fact that some leading stock companies, not members of the conference, were edg-

SETTLEMENT IS MADE IN BROOKHART CONTROVERSY

TO RETURN EXCESS PAYMENT

Ohio Department Concludes Case Over Excessive Salary Paid to Mutuals' Official

COLUMBUS, O., June 20.—The controversy between the Ohio insurance department and the National Mutual, the Celina Mutual Casualty and E. J. Brookhart, as secretary and general manager, was finally settled this week, after it had been carried to the Supreme Court of the United States. Mr. Brookhart is to pay into the treasuries of the companies a certain sum and licenses are to be reissued to the companies by the state insurance department, they having been permitted to carry on business by sufferance by the state.

The state in 1925 refused to reissue licenses to the two companies until Mr. Brookhart restored to the treasury of the two companies the amount of excessive salary which it was charged that he had drawn. Under a so-called manager's contract, the court held that Brookhart should be allowed \$15,000 per annum for a period of six years. It was found that he had drawn in that time \$202,107.28. He was ordered to return the difference between \$90,000 for the six-year period and the amount which had been drawn by him. This order was issued by the Ohio Supreme Court and was appealed by him to the United States Supreme Court, which refused to review the case on the ground that no federal question was involved.

Paid Income Tax

It developed recently that Mr. Brookhart had paid income tax on the full amount of money he had drawn, believing that he was entitled to all the money he received. This excessive tax amounted to \$23,641.07, and by the terms of the settlement Mr. Brookhart was given credit for the amount he had so paid. Thus he will pay into the treasuries of the companies the sum of \$88,466.21. One of the important features of the case is that the courts have now recognized the right of the state to inquire into the salaries paid by insurance companies and other concerns to see that they are not excessive. The case was handled for the state by former Judge Charles S. Younger, former deputy insurance commissioner and now special counsel in the office of the attorney general of Ohio in charge of insurance matters.

ing into agencies and offering inducements of various kinds. They insisted however that the competition, actual or threatened, did not warrant the drastic action taken by the executive committee. The loss ratio in Indiana did not warrant it.

Must View Outside Field

Then again the opponents declared that the situation countrywide must be taken into consideration. If the action of the executive committee concerned

(CONTINUED ON NEXT PAGE)

MUST WORK TOGETHER ON PRESENT PROBLEMS

Harrington Concludes Review of Current Conditions by Urging Cooperation

MUST REALIZE PROBLEMS

National Association President Addresses New England Agents' at Poland Springs

President W. Eugene Harrington of the National Association of Insurance Agents said that the association's five-year development program is showing signs of great success, in his address this week to the annual convention of the New England Association of Insurance Agents at Poland Springs, Me. There was an increase of more than 1,000 members by June 1 which exceeds the quota set to be reached by Sept. 1.

The publicity campaign adopted by local boards and individual agencies is meeting with success and the standard automobile identification certificate has far exceeded the most sanguine expectations, according to Mr. Harrington. The president said that he did not know of a single state which is not working with a high degree of efficiency and effectiveness. He said that the fire prevention campaign in cooperation with the Chamber of Commerce of the United States is making splendid progress.

Serves Everyone

Mr. Harrington set forth the purpose of the National association in part as follows:

"The purpose of the National association is to serve the business of insurance as a whole, for we recognize that therein lies the best measure of service to our membership. There cannot be any action detrimental to the companies that will not react to the detriment of the agency forces, and we respectfully submit that there cannot be any action detrimental or weakening to the agency forces that is not in turn weakening to the companies.

"It is my judgment that the time has arrived for both companies and agents to work toward the strengthening of the American agency system, rather than tinkering with experimental substitutions. I challenge a system of non-policy-writing agents, unbridled branch offices operating without regard to local board rules, or unorganized agents, to point to one constructive step that any of them have ever taken to uphold the institution of insurance. I challenge any company or any group of companies to point out anywhere in these United States, any assistance that has been rendered them in their legislative troubles, except by the organized agents of the community affected. I challenge anyone to point out a community where more ideal conditions exist for the gen-

(CONTINUED ON PAGE 43)

WIDER DISTRIBUTION OF SHARES IS SEEN

MORE PERMANENCY IS FOUND

Companies See Great Value of Getting Stock in a Large Number of Hands

NEW YORK, June 20.—The American of Newark is the latest of the fire companies to decide on an increase in its capital. The directors voted an additional issue of 200,000 shares, par value \$5 each, to be sold at \$15. The returns will yield \$1,000,000 further to capital account and \$2,000,000 to net surplus. The frequency with which capital additions have been determined upon within the past year or two and the assurance that others may be looked for in the near future was induced primarily through the great expansion in business during the world war and the early post-war period, and the resultant desirability that a proper relation be maintained between capital and net surplus accounts. The latter item has grown very substantially since 1923, largely, however, as a consequence of the appreciation in the value of securities held by the fire offices. While officials realize full well that the surplus accretions were due to the enhancement in securities, as the underwriting profit, with the notable exception of 1927, was for a series of years a minus quantity, stockholders having been ignorant of the fact, or, knowing it, have been indifferent to it, realizing only that the companies had made money and insisting that they share in the profit through a larger dividend declaration.

Wisdom of Broad Distribution

The wisdom of a broad distribution of stock in an underwriting corporation is arguable. If the shares are widely held, it makes possible the rounding up of control by outside interests. This has been done in several notable instances of late. On the other hand, close control by the directorate or by interests it represents makes the negotiations for the sale of a corporation comparatively easy. Transactions of such character have likewise been effected the past year or two. In the final analysis it resolves itself largely into a question of company management. If the administration of an organization is strong and progressive, shareholders are not likely to dispose of their holdings except at figures prospective purchasers would hardly be warranted in paying. If the executive staff fails to make proper headway within a reasonable period, stockholders could not be blamed for waiving sentiment aside and disposing of their holdings to invest in other enterprises that promise a better interest yield upon their money.

COLLISION RATES IN INDIANA RESTORED

(CONT'D FROM PRECEDING PAGE)

Indiana alone, then it might be taken with good grace. The opponents declared however that this reduction would have an effect in other jurisdictions. Insurance commissioners of other states might well question why Indiana should get a cut of 50 percent and policyholders in other states make up the deficit. They declared that the stock companies could not afford to stand for a discriminatory action of this kind. Undoubtedly, they contended, if the Indiana action should be allowed to stand, other states could well justify their demands for equal consideration.

The Federal Union of Chicago has amended its charter, increasing the number of directors from 15 to 22.

OCCIDENTAL NOW ENTERED IN TWENTY-SIX STATES

FIREMAN'S FUND SUBSIDIARY

Plans for Launching Occidental Indemnity as Member of Same Group Also Completed

SAN FRANCISCO, June 20.—With capital of \$1,000,000 and surplus of \$2,000,000 fully paid-up, the Occidental, newest addition to the Fireman's Fund fleet, has commenced business in California, Oregon, Washington, Montana, Idaho, Michigan, Massachusetts, Delaware, New York, Wyoming, Minnesota, Florida, West Virginia, Utah, Wisconsin, New Hampshire, Maryland, Colorado, Vermont, New Jersey, Maine, South Carolina, Texas, Arkansas, Kentucky, Kansas and the District of Columbia. The company proposes to enter the remaining states of the country as rapidly as possible.

It is five months since the launching of the Occidental was announced by President J. B. Levison of the Fireman's Fund. The subscription to the stock was approximately 50 percent over-subscribed during the short time it was available to those privileged to become shareholders.

At the same time Mr. Levison announces that the plans to launch the Occidental Indemnity into the casualty and liability business have been completed with the addition of \$200,000 to capital and surplus, making these two items \$500,000 each. All of the stock of the Occidental Indemnity is owned by the Fireman's Fund. Under the new program the Occidental Indemnity will operate only in the Pacific coast and Rocky Mountain states for the time being. It will write a joint automobile policy with the three fire companies comprising the group.

ADVANCE IS SOUGHT WHERE COINSURANCE ELIMINATED

NO VIRGINIA RATE ACTION

Commission Reserves Decision on Companies' Request for Increase Under New Law

RICHMOND, VA., June 20.—After the new Virginia rating law, making it optional with insureds as to whether they accept three-fourths value and coinsurance clauses, went into effect June 17, stock fire companies through representatives of the Virginia Inspection & Rating Bureau requested the state corporation commission, which now has full control over state matters, to permit them to advance rates 25 percent where the three-fourths value clause is eliminated. Where the coinsurance clause is eliminated, they asked for an advance of 25 percent on ordinary risks and for an advance of three times the present rate on sprinklered and fire resistive buildings.

The commission reserved its decision pending a full investigation of the matter. Meanwhile, the rates which prevailed before the new law became operative will continue in effect for 30 days, it was announced.

The companies based their request on a provision in the new law stipulating that elimination of the two clauses in question shall be conditioned upon a corresponding change in rates.

North British Men on Tour

L. S. Bryant, assistant general agent of the western department of the North British & Mercantile in New York, has been visiting some of the agents in Oklahoma. Thomas Kiley, Kansas examiner at the head office, is visiting that state this week.

CONDENSED NEWS OF THE WEEK

President Harrington of the National Association of Insurance Agents addresses New England associations. **Page 3**

Western Automobile Underwriters Conference instructs the executive committee to restore collision rates in Indiana. **Page 3**

British officials comment on present demand for men of great ability to conduct fire insurance companies. **Page 12**

The date of the National Convention of Insurance Commissioners has been changed to the last week of September. **Page 3**

The Brookhart case which was prosecuted by the Ohio department has been settled, the department's contentions being sustained. **Page 3**

Conference between Philadelphia agents and a committee of Eastern Underwriters Association on new commission plan for that city fails to reach agreement. **Page 4**

Mississippi Association of Insurance Agents held its annual meeting at Biloxi this week. **Page 8**

Adjusters are swamped handling hail and windstorm losses in Kansas and Oklahoma. **Page 13**

The Kentucky Fire Underwriters Association met last week. **Page 5**

Kansas Insurance Day was celebrated at Wichita. **Page 17A**

Superintendent W. R. Baker of Kansas spoke before Kansas Insurance Day celebration at Wichita. **Page 19A**

Majestic Fire of New York has been licensed by the New York department. **Page 21**

Col. R. Hill Carruth addresses the convention of Mississippi agents on "Bank Depository Bond Business." **Page 47**

A. H. F. Shumm, assistant United

States manager of the Caledonian, becomes vice-president and general manager of the Sussex Fire of Newark, N. J. W. L. Brown succeeds him with the Caledonian. **Page 21**

Indiana field men hold annual summer meeting at Lake Wawasee. **Page 5**

Wisconsin field men hold annual meeting. **Page 10**

American of Newark is increasing its capital to \$5,000,000 and the Columbia of Dayton to \$1,000,000. **Page 20**

Rochester American has been licensed by the New York department. **Page 20**

West Virginia Association of Insurance Agents is holding its annual meeting at Charleston this week. **Page 20**

Unusual compensation decision rendered against the National Surety in Virginia. **Page 48**

New officers are installed for American Liability of Cincinnati, coinciding with those of Western & Southern Life. **Page 47**

Work of Carl M. Hansen in forming the International Reinsurance has received much comment. **Page 48**

Southern Surety gets favorable decision from United States circuit court of appeals in the Carnegie Trust Company depository bond case. **Page 48**

Surety companies frown on bonding deputy sheriffs. **Page 40**

Henry Swift Ives addresses West Texas Chamber of Commerce convention on "Sovereignty of Insurance." **Page 48**

Southern Surety of Iowa calls stockholders' meeting to act upon transaction. **Page 51**

The Travelers is increasing its capital to \$17,500,000. **Page 49**

Plate glass men meet; rate revision expected. **Page 47**

NO AGREEMENT REACHED IN PHILADELPHIA TANGLE

AGENTS ARE STANDING PAT

Refuse to Accept Proposed Plan, Due to Take Effect July 1—Conference With E. U. A. Committee Futile

NEW YORK, June 20.—With July 1 the date determined upon for the application of the commission scales recently adopted by the Eastern Underwriters Association for Philadelphia, Baltimore, Boston and Pittsburgh, the program will be carried through by the organization, despite the protest of the agents in certain of the centers named.

PHILADELPHIA, June 20.—The committee of seven of the Association of Firt Insurance Agents of Philadelphia and the territorial committee of the Eastern Underwriters Association met here Monday to seek to effect a compromise on differences over the new agency agreement. The meeting, however, failed to accomplish the desired result.

The new agency agreement is scheduled to go into effect on July 1. Philadelphia agents declare that it will not go into operation, as they will not sign the agreement.

Commissions Not Main Issue

"It is not the commission angle that we are fighting about," declared an agent prominent in the association. "What we are after is a betterment of conditions here."

The main points on which the agents are basing their fight against the proposed Eastern Underwriters agreement are the discontinuance of the three-agency plan in Philadelphia and the curtailing of acquisition cost of branch offices so that the acquisition cost will be limited to commissions paid local agents.

Prominent also in the discussions is the demand of the agents for a 10 percent overriding commission on all classes. The agents also seek a change in the commission scale in the congested, downtown business district.

Congested District Situation

"It is true," said one member of the association, "that some years back the companies were justified in paying agents a smaller commission in the congested district. But virtually all of the old buildings have now been torn down and replaced with imposing new, fire-proof structures. There are plenty of fireplugs and the district has ample fire-fighting apparatus. The district is no longer a potential fire trap but a district of good underwriting risks—profitable risks, at that. Therefore, we do not see why we should be paid 20 percent on business in this district now. We feel that we should get 25 percent as we do on business in other sections."

There are seven points comprising the changes the association desires to have made before its members accept the agreement. However, the items noted above are the main points on which the agents are waging their fight. It is almost safe to say that they would forget the other matters if the companies would meet their demands on these points.

Rules Out Blue Goose Plan

Insurance Commissioner H. O. Fishback of Washington State has ruled that the Blue Goose plan of life insurance cannot be written in that state through the American National Life of Texas in that the individuals covered are not in the relationship of employees to a common employer. Any policies written on Blue Goose members in Washington, he says, must be taken individually and at the same rate charged the general public.

KENTUCKY FIELD MEN GATHER FOR MEETING

F. Stafford and C. F. Thomas
Address Union Field Or-
ganization

FIGHT MORTGAGE CLAUSE

Aetna Manager Foresees Keen Compe-
tition from New Companies Re-
cently Entering the Field

Closer relations between committees of the Western Union and Kentucky field men were promised by John F. Stafford, western manager of the Sun and a member of the Union's governing committee, at the semi-annual meeting of the Kentucky Fire Underwriters Association at Crab Orchard Springs, June 14-15.

His invitation to "turn over your problems to the governing committee" was readily accepted, for by resolutions the association passed on to the Union its two most pressing issues:

First: Opposition to amendment to the standard mortgage clause as proposed by certain financial institutions. Second: Elimination of the clause in the standard policy allowing unlimited insurance without notice.

Speeches by Mr. Stafford and Charles F. Thomas, assistant western manager of the Aetna, featured the two-day meeting. Under the direction of W. B. Triplett of the Queen, president of the association, all routine business was expedited and the stage was cleared early for the annual contests in sports.

Fight Mortgage Clause

The fight against the proposed mortgage clause as drawn up by attorneys for title and trust companies was led by E. C. Knoop, who declared that the clause would give the insurance carrier "no chance in the world." He pointed out the dangers from any movement seeking to change clauses in the standard policy and offered a resolution, which was unanimously adopted, opposing any deviation from or amendment to the standard mortgage clause. He declared that the proposed clause "omits several vital safeguards."

Frank G. Snyder, of the Snyder Bros. general agency of Louisville, in his plea for elimination of the permit allowing unlimited insurance without notice, said that he believed the going rates in Kentucky were sufficiently high to produce an underwriting profit provided there is no further effort made to liberalize the Kentucky forms.

Discussion of Mr. Snyder's motion brought out the suggestion that for the time being the clause should be eliminated first only in policies on unprotected business or on property where coinsurance is not applicable. The consensus of opinion was that it would be better to start with exceptions than to take the clause entirely out of the Kentucky form.

One interesting sidelight on the problem is the conviction that the elimination of the clause would go a far distance toward checking overinsurance and reducing the loss ratio. It is probable that the problem will be presented at the forthcoming annual convention of the Kentucky Association of Insurance Agents for some cooperative action, especially since recent edicts of the Kentucky department have provided for revocation of an agent's license in cases of overinsurance.

Mr. Stafford's address dealt almost exclusively with a brief history of the Union. He described the outstanding activities of the organization and pointed

VAST AMOUNT OF CAPITAL BEING INVESTED IN INSURANCE STOCKS

THE New York "Journal of Commerce" has published an interesting table showing increases in capital of established fire companies, new ones that have been completed and others in process of organization. The table shows that this will call for an investment of more than \$100,000,000. A large portion of this has been paid in. The rest of it is being paid in on installments. The "Journal of Commerce" says:

In the table below is given a list of companies in business previous to the beginning of 1928 which have made increases in capital or have voted to make them; companies which have completed organization and been licensed since Jan. 1 and companies which have secured charters and are now in process of organization, also somewhat similar lists of casualty and surety companies. It is not pretended that these are complete. They were made up from the files of the "Journal of Commerce," supplemented by information secured from other publications, but it is probable that a number of companies have been organized or increased capital without the fact getting into print.

The amounts credited to surplus include special reserves and equipment funds. The lists do not include stock dividends, but only new funds paid in or to be paid in. In a few instances the amount of surplus, if any, paid in with capital is left blank, because in the published announcements the amount of surplus was not given, although it may have been considerable. In the case of the Insurance Co. of North America, the shares voted to be exchanged for shares of the Alliance are put in at the same price as those which are to be sold to stockholders. The amount of new stock of the Firemen's of Newark, which is being issued for exchange for the shares of the Metropolitan Casualty, is not included as the exact amount of this has not been announced.

The table is as follows:

Fire Companies Increasing Capital

	Paid to Capital	Paid to Surplus
Amer. Equit., N. Y.	\$1,000,000	\$1,000,000
Amer. F. & M., Gal.	300,000	240,000
Amer. Res., N. Y.	100,000	500,000
Amer., Newark	1,000,000	2,000,000
Birmingham, Ala.	300,000	.....
Brooklyn F., N. Y.	400,000	1,200,000
Cent. States F., Kan.	150,000	.....
Com. Stand., Dallas	100,000	.....
E. & W., N. Haven	500,000	.....
Fire Assn., Phila.	4,000,000	11,000,000
Great Lakes, Chi.	200,000	100,000
Hambg.-Am., N. Y.	200,000	100,000
Hanover F., N. Y.	500,000	.....
Homestead, Balti.	250,000	250,000
Indep. F., Phila.	500,000	550,000
Industrial F., Akron	200,000	200,000
Industrial, Dallas	200,000	300,000
Ins. Co., N. A., Phil.	2,500,000	5,000,000
Mer. & Mfr., Newk	500,000	1,000,000
Merch. Fire, Denver	50,000	30,000
Merch. Providence	250,000	350,000
Nat. F. & M., Eliz.	300,000	.....
Nat. Lib., N. Y.	500,000	4,500,000
New York Fire	300,000	.....
Niagara Fire, N. Y.	2,000,000	.....
Northern, N. Y.	500,000	250,000
North Star, N. Y.	300,000	400,000
Pacific Nat., Sacra	.....	2,000,000
Republic F., Pittsb.	200,000	400,000
Rhode Isl., Provi.	500,000	500,000
Sprgld. F. & M.	1,000,000	.....
Security, N. Haven	300,000	300,000
Seaboard, Baltimore	50,000	50,000

out that it had kept pace with the growth of the fire insurance business not only in the middle west but throughout the United States.

Mr. Thomas, in his informal speech, called attention to the vast number of new insurance companies that have been formed within the last year. He declared that very few of them have affiliated with the Union and he foresees in this a period of keen competition.

"We want to see them prosper, but not on us," Mr. Thomas said. "It is, therefore, necessary that we stay together."

Mr. Thomas also cited the change in attitude on the part of mutual carriers which are now going after new classes of business. He pointed out that mutual competition is sporadic and that over a period of a decade the mutuals have not gained in the percentage of

Sylvania, Phila.	800,000	1,600,000
Transport'n, N. Y.	500,000	500,000
Western, Seattle	50,000	.....

Total\$21,000,000 \$35,320,000

New Fire Companies Organized

Anchor, Providence	\$500,000	\$750,000
Baltimore National	200,000	120,000
Bronx Fire	1,000,000	3,000,000
Calif. Union, Los A.	200,000	50,000
Empire Fire, Brook.	400,000	600,000
Long Island Fire	200,000	174,165
Jefferson F., Newk.	400,000	620,000
Keyat. Au. C. Phil.	100,000	50,000
Majestic F., N. Y.	500,000	250,000
Metrop. Fire, N. Y.	200,000	100,000
Mohawk Fire, N. Y.	1,000,000	1,000,000
Occidental, San F.	1,000,000	2,000,000
Pavonia F., Jer. Cy.	150,000	98,572
Philadelphia Natl.	1,000,000	1,500,000
Public Fire, Newark	1,000,000	4,200,000
Roch. Am., N. Y.	1,000,000	1,500,000
Transp. Re-L., N. Y.	1,000,000	1,500,000
West. Nat., San An.	100,000	100,000

Total\$9,950,000 \$17,612,737

Fire Companies in Process of Organization

Amer. Const., N. Y.	\$1,000,000	\$1,500,000
Amer. Home, N. Y.	1,000,000	1,500,000
Am. Std., Okla. Cy.	500,000	500,000
Beacon, N. Y.	2,000,000	3,000,000
Cosmopol. F., N. Y.	1,000,000	1,500,000
Fire Ins. Co. of Chi.	2,000,000	3,000,000
Fire As. Corp., N. J.	200,000	300,000
Found. Fire, Newk.	300,000	.....
Globe, Okla. City	1,000,000	.....
Louisville F. & M.	100,000	150,000
Prud. F., Okla. Cy.	500,000	500,000
Raritan Val. F. & M.	200,000	.....
Seattle F. & M.	200,000	.....
Sussex Fire, Newk.	500,000	2,075,000
Toledo F. & M.	250,000	275,000
Trans-Atl. F. & M., N. J.	200,000	.....
United Fire, Newk.	200,000	.....
Unit. Re-L., Newark	100,000	.....

Total\$11,250,000 \$14,500,000

Casualty Companies Organized or Increasing Capital

Calumet Cas., Chi.	100,000	.....
Cap. Cy. Sur., N. Y.	150,000	75,000
Cent. Sur. & L., K. C.	500,000	700,000
Comwl. Cas., Phila.	500,000	500,000
Equit. C. & S., N. Y.	450,000	675,000
Excess, Newark	500,000	1,000,000
Fed. Sur., Day's Port	2,275,000	.....
Gen. Ind., Rochester	900,000	393,000
General Sur., N. Y.	2,500,000	4,000,000
Guard. Cas., Buffalo	1,000,000	1,000,000
Hudson Cas., Jer. C.	500,000	400,000
Indepnd Ind., Phila.	1,000,000	.....
Intl. Reins., Los A.	1,000,000	2,000,000
Keystone Au. Club Cas., Phila.	200,000	100,000
Mass. Bond., Boston	1,000,000	500,000
Merch. Ind., N. Y.	400,000	400,000
N. E. Sur., N. Y.	450,000	335,000
N. Amst. Cas., Balti.	500,000	1,350,000
New York Cas., Newk.	500,000	1,000,000
Penna. Sur., Pitts.	500,000	1,500,000
Reliance Cas., Newk.	300,000	450,000
Transp. Ind., N. Y.	1,000,000	1,500,000
Univer. Ind., N. Y.	300,000	300,000
U. S. Cas., N. Y.	500,000	1,000,000

Total\$17,325,000 \$19,208,000

Casualty Companies in Process of Organization

Consol. Ind. & Ins., N. Y.	\$2,500,000	\$7,500,000
Essex Fld. & Pl.	100,000	.....
Gl. Newark	100,000	.....
Freep. Mt. Cas., Ill.	300,000	.....
Std. Sur. & C., N. Y.	1,000,000	1,500,000
Southern Sur., N. Y.	(*)	(*)
Un. Pac. Cas., Seat.	200,000	.....
United Ind., Newk.	250,000	.....

Total\$4,350,000 \$9,000,000

(*) Combined capital and surplus, \$5,000,000.

business. The remainder of the business sessions was given over to routine matters and reports of minor committees.

Clem E. Wheeler, assistant general agent of the western department of the Hartford Fire and former Kentucky field man, was the recipient of the Lafayette Hotel trophy for special services rendered the association during the year.

Winners in the various sporting events and games were: Archery, E. A. Parsons, first, and M. B. Garlington, second; clay pigeon shoot, George L. Frank; quoits, W. P. Huffman, first, and E. C. Knoop, second; rifle shooting, Wallace W. Smith, first, and R. T. Sweeney, second; bridge, George L. Frank, first, and Thomas G. Wilds, second; 500, O. E. Green, first, and E. S. Knapp, second.

INDIANA FIELD MEN GATHER AT WAWASEE

Union and Bureau Organizations
Hold Annual Meetings and
Elections

C. R. STREET IS SPEAKER

Vice-president and Western Manager of
Great American Speaks on
Present Day Tendencies

BY ALBERT BARR

WAWASEE, IND., June 20.—Officers as follows were elected by the Fire Underwriters Association of Indiana, Union field men's organization, at its annual meeting here Tuesday: President, E. H. Johnson, special agent, Home, of New York; vice-president, W. H. Hinshaw, state agent, Commercial Union; secretary-treasurer, O. E. Green, state agent Providence Washington. Homer G. Meek, retiring president, was elected to the executive committee for a three-year term and the previous appointment of Joseph Steffen, state agent, Liverpool & London & Globe, to fill a vacancy on the executive committee, was confirmed. Mr. Meek, who was elected vice-president at the last annual meeting, presided. P. J. Heffernan, formerly state agent of the Sun, died in office as president.

Street Surveys Current Trends

The event of the meeting was an address by Charles R. Street, of Chicago, vice-president and western manager of the Great American. Mr. Street surveyed current tendencies in the insurance business and made some predictions, not all of them optimistic, as to the future of the business. "Modern business," he said, "is essentially different from the business of only ten years ago. Insurance costs today what it cost before the war. Is this creditable, or should we not rather have reduced its cost, and should not the companies be making a profit?"

False Sense of Security

Mr. Street said he believes the business has been lulled into a false sense of security and that the public's attitude toward insurance stocks reflects this. "When a high loss ratio is concurrent with a declining security market, however, insurance stocks will not be held in such high esteem," he added. With reference to regulation, the speaker said it is correct and beneficial in theory, but that in fact it results in discrimination, because it ties the stock companies' hands and prevents their meeting mutual and reciprocal competition. He said that resident agency laws also are fine in theory, but that in fact they do nothing but build up the man who wants to obtain the cream of the business and write it his own way, from an office outside the state or from one inside the state where regulation is not too strict.

Scores Independent Adjuster

Mr. Street also scored the independent adjuster, saying that he has much to do with keeping loss ratios high. He said the man who, after failing in other branches of the business sets himself up as an independent adjuster does not deserve the patronage of sound insurance companies. He advocated parceling states into territories, with a competent adjuster to handle in each territory all small losses, which are the losses that cause companies the most trouble.

Speaking of the declining business of Union companies in western territory, Mr. Street quoted statistics from THE

(CONTINUED ON PAGE 45)

This is the S&L Way to Broker Life Insurance



Your Prospect

deserves the best of life insurance service and the RIGHT life insurance policy.

You

knowing his needs are the best judge of the situation—you are entitled to the best of Brokerage Service and it is here that

An S&L Representative

comes in—efficient and highly posted—he will advise you or the client on the best coverage—and will CLOSE the business should you desire—and whenever you desire.

Brokering Life Insurance through Stumes & Loeb means more than having an established agency of a strong, well regarded life insurance company with which to do business—it means service that carries through to helping you sell and deliver the policy.

Drop us a line for further information.

STUMES & LOEB
General Agents

**Penn Mutual Life Insurance
COMPANY**

112 West Adams Street, CHICAGO

STRIKING TRIBUTE PAID TO INSURANCE

[Extracts from the Kansas Insurance Day address by Superintendent W. R. Baker of that state.]

I have found in the business, from the home offices to the field, men and women of the highest type. I believe that there is no greater business today than that in which you are engaged. I believe that no other business today can point with greater pride to the men and women who are responsible for its development. I believe that no other business is more entitled to sane, sensible, conservative legislative control. If my work after my tenure of office has ended should be in lines other than yours, I want you to know that I wish only the greatest measure of success for you and your entire organization. Your hard work in the past and your great success in that labor merit even greater things in the future. And I sincerely hope and believe that no legislature in Kansas will ever impede your progress by enacting radical laws or, worse still, taking a flyer in the insurance business by establishing state funds for hail or compensation or any other coverage.

None of you are bigger than your business; you form a part, an essential part, of the entire machine. Its proper functioning is dependent upon you. Serve yourself, of course, but not at the expense of the business. Let its ideals, its purposes be paramount in your everyday activities, and your individual success must surely follow.

Storms Cause Great Property Damage in Kansas and Oklahoma

KANSAS CITY, MO., June 20.—Storms swept Oklahoma and southern Kansas over the week end and a great amount of damage has been reported. Saturday night a tornado swept through southwestern Oklahoma leaving a trail of debris 40 miles long and three to five miles wide. The towns of Blair and Headrick were the hardest hit. Three persons were killed at Blair and scores injured as the twister spread out toward Headrick where three Negroes were believed to have perished. It was reported that nearly every business structure in Headrick and Blair was destroyed. The damage to buildings and live stock losses in Jackson, Kiowa and Tillman counties was estimated at more than \$500,000.

Sweep Oklahoma Friday

A series of windstorms and heavy rains swept through north central and northeastern Oklahoma Friday night, commanding a toll of three lives and damage to property roughly estimated at \$100,000. The storm area extended from Medford east to Nowaka and from a point north of the Kansas state line south to Oklahoma City. Grain crops and fruit trees suffered in the Blackwell area. Newkirk estimated damage of about \$15,000 largely to plate glass windows, shade trees and an airplane hangar. Bartlesville reported property damage in scattered areas including the destruction of the new airdome.

Three tornadoes were reported in Kansas, one near Hutchinson Saturday night, one near Emporia Sunday afternoon and another half a mile south of Chanute Sunday night where a schoolhouse, a church, a brick plant and several farm houses were wrecked. High winds were reported in every section. Salina also was struck by a high wind that unroofed buildings. Considerable damage to farm property and much live stock was lost from the storms in Kansas.

University of Illinois Plan

The University of Illinois had three insurance lectures the last semester. More lectures will be scheduled when the fall season opens. Frank M. Chandler of Chicago, assistant manager of the Employers Liability and American Employers, spoke on "Compensation Insurance." Stanley W. Maynard of Chicago, vice-president of the New York Indemnity, gave a lecture on "Corporate Suretyship." Harry P. Chandler, secretary of the National Association of Mutual Fire Insurance Companies, spoke on mutual insurance, dealing especially with protection for farms.

Some Facts Are Given As to the Prevalence of Destructive Winds

THE "Hartford Agent" in speaking of tornado insurance says:

"We still sometimes encounter people who do not believe that windstorms are dangerous even after a destructive 'twister' has visited their neighborhood. Their belief seems to be that having once visited a town, a destructive windstorm will never come again; and that like vaccination for smallpox, the storm, by its visit, renders the district immune to further damage.

"To such people a little evidence gathered by the weather bureau of the United States Department of Agriculture might prove interesting . . . and might be helpful in selling the idea of carrying plenty of windstorm insurance.

Tornadoes in Virginia

"Sixty-three individual tornadoes occurred in the state of Virginia up to Jan. 1, 1925. There have been a number since that time. Each one of these 63 tornadoes was a real 'twister.' Each one of them did heavy damage.

"Now let us look for a moment at another section of the country. In Arkansas, no less than 225 individual tornadoes occurred from 1879 to 1926. No regularity in the annual number of tornadoes is found. In Arkansas for example there were 11 tornadoes in 1908; 27 in 1909; none in 1910; two in 1911; 11 in 1912 and so on.

Densely Populated Areas

"Here is a noteworthy fact also. More tornadoes have been reported in the more densely populated sections than elsewhere. In sections where great numbers of tornadoes have been reported over a period of years it would almost seem that the thickly settled areas, where the great property values are gathered, draw the windstorms to them as a magnet attracts steel."

North Dakota Field Men Elect

FARGO, N. D., June 20.—E. V. Newberger, state agent for the Hartford Fire, Fargo, was elected president of the North Dakota Fire Underwriters Association at the annual meeting. Hardy F. Morris, state agent for the Pennsylvania Fire, Fargo, was named vice president, and Charles M. Page, state agent for the Northern Assurance, Fargo, secretary.

Work of the past year of the association, which is made up of Union company field men, was discussed and plans made for the coming year's activities. H. A. Presler, Fargo, discussed plans for the midsummer splash of Dakota Blue Goose, to be held next week at Alexandria, Minn., urging a good attendance.

Between You and Needless Trouble!

SUDDEN . . . Startling . . . the accident that has been lurking 'round the corner takes you unawares.

While you are dazed and bewildered the unpleasantness and expense that follow come to increase your troubles, ten-fold.

UNLESS

the insurance man who serves you has made certain that your policy covers just such an emergency.

UNLESS

he is "on the job," ready to fill in the breach, to keep you from unnecessary trouble.

UNLESS

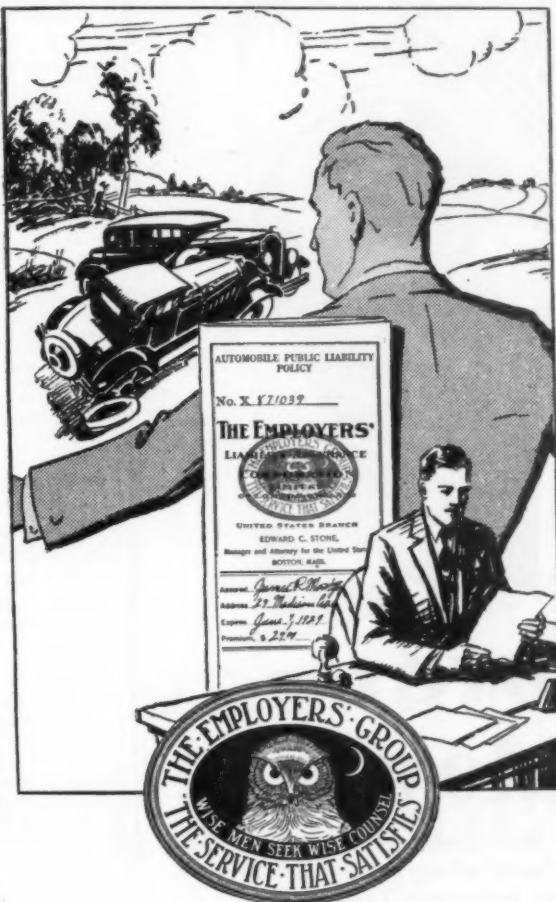
your policy carries the name of such dependable companies as the Employers' Liability Assurance Corporation, Ltd., the American Employers' Insurance Company, or the Employers' Fire Insurance Company, comprising The Employers' Group.

When you deal with The Employers' Group you may be certain that the man who directly serves you will plan your insurance to protect you from the inconvenience of needless trouble.

*There's an Employers'
Group Representative
in Your Neighborhood*

WRITE FOR OUR BOOKLET

"What Is It and What of It"
THIS insurance index gives briefly the whys and wherefores of modern insurance. Your request will place you under no obligation—nor will a representative call unless you so specify.



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EMPLOYERS'
LIABILITY ASSURANCE CORPORATION, LTD.

THE
EMPLOYERS'
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INSURANCE COMPANY

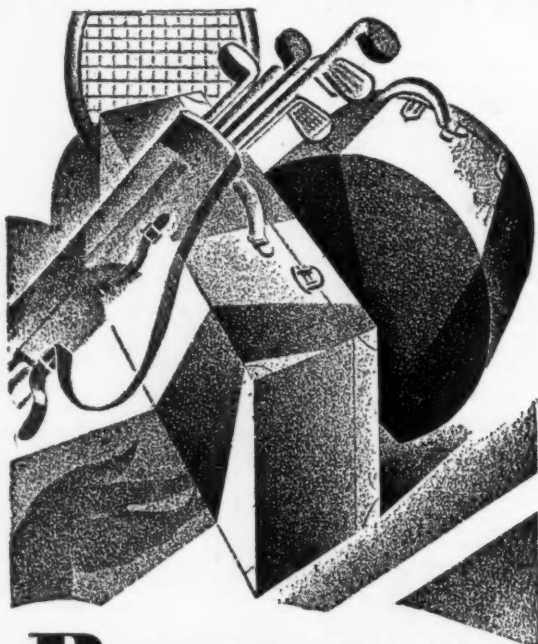
*Practically every kind of Insurance
except Life Insurance*

110 MILK STREET, BOSTON, MASS.

"The Home of the Service that Satisfies"

THE above advertisement is a facsimile of that appearing in current issues of the *Atlantic Monthly*, *Harper's*, *Review of Reviews*, *Scribner's*, *World's Work*, and the *Golden Book*—yes, THE EMPLOYERS' GROUP believes in the American Agency system. We believe that such advertising will benefit the insurance business. We believe that it will benefit particularly the representatives of THE EMPLOYERS' GROUP.

We are proud of the growth of our agency force. We are proud of the large number of loyal agents who have been associated with us for many, many years. At the same time we are glad to say that some agency connections are still available for the competent insurance man.



Remove the Shadows

INVISIBLE shadows hover over every vacation trip. Its joys can be clouded at any moment by the annoying loss of personal belongings. The danger is present from the moment the vacationist steps out of his door.

Our agents are getting closer to their clients and closer to prospective clients by concentrating *now* on the protection offered by Personal Effects Insurance. They are making a surprising summer sales record by removing the shadow of loss by theft, fire, and the hazards of transportation.

How? By showing that Personal Effects policies are good *all year round*, anyplace away from home. By proving that day for day, this is the most reasonable, as well as one of the most essential forms of insurance obtainable.

Agents are invited to write for Selling Points and Outline of the Personal Effects Policy.

STAR
Insurance Co.
OF AMERICA

Executive Offices: 1 Pershing Square
Park Ave. at 42nd St., New York, N. Y.

Western Dept.
CHICAGO

Pacific Coast Dept.
SAN FRANCISCO

THE COMPANY WITH THE L. & L. & G. SERVICE

MISSISSIPPI AGENTS IN MEETING AT BILOXI

Notable Achievement of Association in Past Year Outlined by President Johnson

TOPS MEMBERSHIP QUOTA

Mark Set for State Was Exceeded—
Fred. N. Nelson Heads New
Officers Chosen

OFFICERS ELECTED

President—Fred L. Nelson, Jackson.
Vice-President—O. T. Palmer, Gulfport.
Secretary-Treasurer—Ramsay Roberts, Jackson.

Directors—Joe George, Maurice Bergman, John Sharp Williams, H. W. Watson, J. H. Johnson, R. B. Wall, H. E. Graves, Frank Ranson, E. H. Rober and W. H. Hullen, Jr.

BILOXI, MISS., June 20.—The Mississippi Association of Insurance Agents held its annual meeting here this week. The opening session was called to order by President J. H. Johnson. There was an invocation by Rev. Father Peter Keenan and a welcome address by Mayor John Kennedy. The response on the part of the agents was made by George D. Riley. A roll call of agents showed 54 present.

President Johnson submitted his annual report. The report was most gratifying to the assembled members and outlined many notable achievements of his administration of the past year and aims for the future, the principal of which are as follows:

1. The Mississippi association had the largest attendance of agents at the National Association which was held in New Orleans last October. Again in the mid-year conference at Memphis, in March, Mississippi was strongly represented.

Good Results from Conference

2. The holding of a two-day conference in Jackson in November, 1927, of the executive committee of managers of the leading companies operating in Mississippi and a number of the larger assureds, resulting in a closer relationship between the company managers, agents and assureds.

3. The prevention of the passage of laws detrimental to the insurance business during the recent session of the state legislature, this effective work being brought about through the cooperation of the company managers, the legislative committee of the association and interested assureds.

Warning on Bank Agencies

4. The sounding of a note of warning to members of the association to be on the alert in combating the spread of bank agencies, making specific reference to the Bank of Italy's activities along this line.

5. Strongly urging all members of the association to combat, in season and out, the further development of the mutual and reciprocal movement.

Use of Auto Certificates Urged

6. Urging all members to avail themselves of the automobile certificates furnished by the National Association and to supply their assureds with same.

7. Urging the creation of more local boards of local agents.

8. Pointing with just pride to the increase of membership in the state association from 161 members in 1927 to approximately 200, the National Association's quota for the state being 180,

pointing out that out of 82 counties in the state, 62 counties have agents who are members of the association.

9. An appeal to the members of the association to support the newly appointed members of the insurance commission.

10. Urging more interest in the regional meetings and reporting that three regional meetings have been held in the recent past with gratifying results.

Support for National Association

11. The report closed with a glowing tribute to the president's associates, and especially the efficient secretary, Fred L. Nelson, also appealing for loyal and united support of the National Association. "Without this association our business would be in a chaotic condition today," said Mr. Johnson.

Following the president's address, Secretary Nelson's report was given, the most notable feature of which was that the association had more than \$5,000 cash in bank to its credit, with all bills paid.

Speakers on Program

Following the secretary's report, a number of addresses were made by the following: Col. Fred V. Becker, member of the insurance commission, on better business methods; W. A. Holloway, secretary state insurance commission; Col. R. Hill Carruth, manager Fidelity & Deposit at Memphis, on the subject of producing and underwriting bank depository bonds; George D. Riley, state manager, National Surety and New York Indemnity, on fidelity bonds.

These talks were apparently well received by the agents and gave some of the finer points in production and underwriting of this class of surety bonds.

Cooperation With Bureau

Lloyd T. Wheeler, secretary of the state rating bureau, delivered an interesting talk on the subject of cooperation between the agents and the bureau. Others who discussed matters of interest to those present were John Sharp Williams, 3rd, former insurance commissioner, and E. H. Reber.

Monday evening a delightful get-together dinner was served. A splendid musical program, both vocal and instrumental, was furnished by talent from the city of Biloxi. Several impromptu toasts were given, President J. H. Johnson presiding as toastmaster. The representative of the United Fruit Company gave a moving picture illustrative of one of their sight-seeing cruises, which the Mississippi Association of Insurance Agents has planned to take on their next annual convention. At the close of the banquet dancing was enjoyed until a late hour, with John Sharp Williams, 3rd, acting as toastmaster.

Devoted to Informal Talks

On the following day, further conferences were held and a round table discussion engaged in, each member in attendance being called on by President Johnson to make a short talk. No set speeches were made on the second day, but all agreed that the informal discussions were most beneficial.

Several important resolutions were adopted pertaining to the relationship between the local agents and the insurance commission. Qualification of agents and the restriction of the appointment of subagents and nonpolicy-writing subagents.

It was a splendid meeting. While a confusion in the date and place of the meeting doubtless prevented a larger attendance, the lack in numbers was offset by the earnestness, enthusiasm and hard work of those who did attend. A wonderful feeling of cooperation and team work was manifest throughout the meeting. The local agents of Mississippi for the most part, are truly alive to the problems confronting them, and the splendid opportunities they have now for the advancement of their cause.

President Johnson and his associates have every reason to be proud of the

(CONTINUED ON PAGE 56)



Your grandfather may have been a fireman

PERHAPS he owned a leather bucket which he carried when he ran to answer the clanging of the old iron hoop. Perhaps you can still find the helmet he wore when he took his turn at pumping the "waterspouter."

It may seem strange that early Agricultural agents were strictly prohibited from writing insurance in communities where there were fire departments. However, this restriction was laid because built-up communities were more susceptible to sweeping fires than they are today. Experience has shown that many companies were ruined by conflagrations in cities and the founders of the Agricultural intended that no such fate should befall their institution.

In those days there were few if any paid fire departments. Apparatus, water supplies and fire fighting facilities generally were not as efficient as we know them today. Volunteer fire companies were somewhat competitive and, while we mean no disparagement to their earnest efforts, it must be admitted that some things they did were more spectacular than effective.

We may smile at the restrictions of the founders of the Agricultural, yet they judged wisely in the main. When the time arrived that they felt strong enough and could safely venture their capital in the cities, they did not hesitate to take the step. In like manner, the Agricultural has broadened its activities when circumstances were propitious.

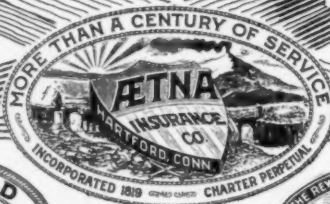
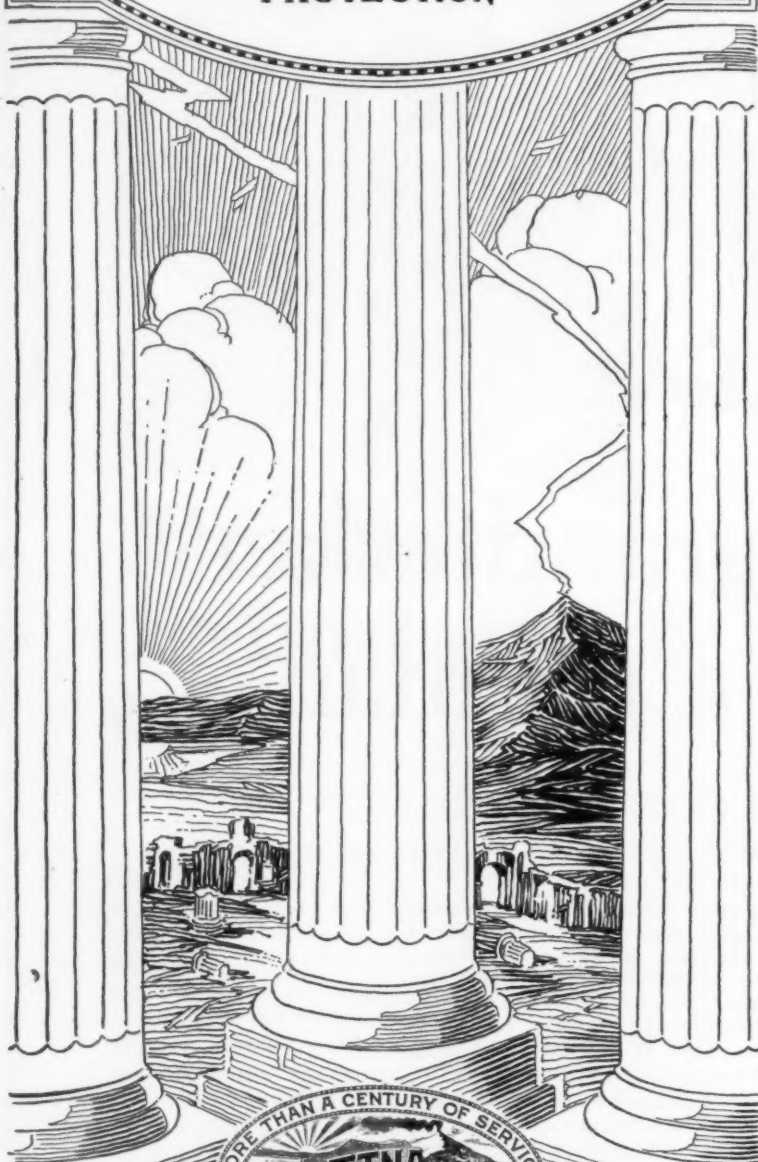


Agricultural
Insurance Company
of Watertown, N. Y.



THE ÆTNA FIRE GROUP

Three Great Companies
Providing Strong and Dependable
Insurance in FIRE and ALLIED
LINES and in CASUALTY and SURETY
PROTECTION



ÆTNA (FIRE)
INSURANCE COMPANY
THE WORLD FIRE & MARINE
INSURANCE COMPANY
THE CENTURY INDEMNITY CO.

WISCONSIN FIELD MEN HOLD ANNUAL MEETING

Union Field Men Discuss Their
Old Problem of Collections
from Agents

LUCE HITS SLOW PAYERS

Robert Wechselberg, Milwaukee Mechanics, Elected President Wisconsin Insurance Club

BY HOWARD J. BURRIDGE

DELAVAN LAKE, Wis., June 20.—The annual meetings of the four Wisconsin field organizations were held here this week. Tuesday was given over to the business sessions of the Wisconsin Fire Underwriters Association (Union) and the Wisconsin Insurance Club (Bureau) and on Wednesday the Wisconsin State Fire Prevention Association and the Blue Goose held the center of the stage. These gatherings and the athletic and entertainment features provided a most complete and enjoyable program.

Agency balances were discussed at the business sessions of the Wisconsin Fire Underwriters Association. President Frank Goldthorp began it in his annual address in which he said that some members were not reporting their delinquent balances to the balance committee or showing any disposition to cooperate with the organization in routing out the chronic slow pay agents. He said that in contrast, the Bureau field men were having no difficulties with balances in Wisconsin because their organization has evolved an effective collection system and what is more important, all of the Bureau field men cooperate in enforcing it.

Luce Gives Views

C. W. Hutchinson, of the Pennsylvania, Cornell H. Anderson of the Home and Robert J. McIntyre of the Fireman's Fund all commented upon the lack of concerted action in the collection of balances and deplored the situation as most undesirable and apparently hopeless. Fred B. Luce, western manager of the Providence, Washington, was then asked if he could not suggest some remedy for the evil. Mr. Luce said that the poorest pay agent is always the best collector from the assured. When such an agent goes bankrupt it is invariably found that his assured owes him nothing. Agents of this type should be put out of the business and kept out. Nothing may be said by any one in defense of them. At least 25 per cent of the average field man's time is devoted to the collection of agency balances, Mr. Luce said.

Lame Ducks Take Time

Most field men arrange their weekly routes not with a view to visiting points where they may do creative development work but instead they have to route themselves again and again to towns where they are and have been trying months to collect from agents money long past due. This process results in a loss of time and money that is astonishing and a disgrace to the business, Mr. Luce declared. Field men should devote their energy to securing new business and connections, not nursing lame ducks. The life and casualty companies represented by these same agents permit no dilly dallying in the payment of their balances, Mr. Luce said. They get their money or they close out the agency. They are not afraid to go after what belongs to them. What fire insurance field men and companies need in agency

balance work is more intestinal fortitude.

Must Stand by Chairman

No real progress is possible without close cooperation. If a chairman is appointed to visit an agency he must be supported by all of the field men whose companies are in the agency. They must stand by the position he takes. They must not compromise or trim or modify his stand or do anything that will have the effect of weakening or double crossing him. He must be able to speak for all and to know that what he says is going to stick.

At Mr. Luce's suggestion there was a sort of a question and answer session at the conclusion of the regular business meeting and it was at this gathering that Mr. Luce expressed himself freely regarding balances and other questions. Mr. Luce and J. R. Wilbur of the America Fore companies were the official representatives of the Western Union, but instead of giving formal addresses they answered and asked questions informally and in this way brought to the surface and discussed the topics uppermost in the minds of the field men.

Discuss Mutual Competition

In his annual report Mr. Goldthorp mentioned a subject that was later fully discussed—the increase in mutual competition in Wisconsin. He said that without considering farm or automobile business, the mutuals write 10 per cent of the business in Wisconsin or \$1,500,000 in premiums. The farm and automobile premiums added to this would greatly swell the total. The mutuals doing the bulk of this business are not failing. They are growing rapidly, are selecting their lines carefully and avoiding the unprofitable classes. They cannot be dismissed as weak or unreliable because they are neither. The competitive problem they present should be more clearly recognized, Mr. Goldthorp said. T. D. Leonard, of the National of Hartford, and J. D. Lucas, of the Hartford, were admitted to membership. Robert J. McIntyre, of the Fireman's Fund, read a report on the death of E. A. Rademacher of the Home. E. O. Basse of the Royal presented a report on the demise of Carl E. Hilbert, of the London & Lancashire. Harvey J. Girard, of the Providence Washington, submitted his report as secretary-treasurer, which showed the organization to be in sound shape.

Bureau Group Meets

At the Wisconsin Insurance Club meeting, Fred W. Weineck, of the National Liberty, presided as president. He spoke at some length of the necessity of the club receiving the full support of every member. The more active members of any organization may be criticized for dominating it when as a matter of fact if they ceased their activities the organization might die of inertia. He urged a fuller attendance at meetings and a greater participation on the part of those who have not been active. He spoke in a complimentary view of the splendid work done in the collection of balances. The field men of Bureau companies in Wisconsin have cleaner balance sheets today than ever before, Mr. Weineck said. After the meeting many comments were made on the fact that while in one room of the hotel Union field men were wrestling with the collection problem and expressing discouragement over it, the field men of the Bureau companies were at the same time in another room congratulating themselves over the pronounced success of their agency collection plan. The Union field men in their own meeting spoke in praise of the Bureau plan and its effectiveness.

The officers elected by the Wisconsin Insurance Club were: President, Robert Wechselberg, Milwaukee Mechanics; vice-president, Henry Miller, Concordia; secretary-treasurer, J. Henry Harbeck, Dubuque Fire & Marine.

There was some discussion of the Blue Goose life insurance plan and nearly all present expressed themselves in favor of it. Fred D. Hess, assistant

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June 21, 1928

western manager of the American of Newark spoke briefly as did E. A. Ingalls, manager of the automobile department of the Firemen's group who formerly traveled in Wisconsin for the Superior.

Criticize Sprinkler Companies

There was some comment on what were termed the unfair methods of sprinkler equipment companies. It was declared that in some instances after local agents have persuaded assureds to install sprinklers and have gotten in touch with the equipment people, the latter, instead of cooperating with the stock company that originated the business, have switched it to the New England mutuals. It was stated that in this way the equipment concerns are cashing in on the efforts of local agents but not working with them.

On Tuesday evening there was a dinner and Wednesday evening the Blue Goose and fire prevention meetings were held. G. A. Strasen, of the Jersey Fire Underwriters, was in charge of the fire prevention gathering at which C. W. Hutchinson of the Pennsylvania Fire and Roy L. Nicholson of the Michigan Fire & Marine were presented with handsome fountain pen desk sets in recognition of their work when they headed the organization.

Gillen Director General

William Gillen of the Continental was director general of the program committee and did a most thorough job. He had as lieutenants E. O. Spink, Home, Edwin L. Sternberg, National Liberty, and I. E. Frey of the National Ben Franklin. Mrs. Fred W. Edler, wife of the state agent of the New York Underwriters, was chairman of the committee on women's activities.

The Wisconsin Fire Underwriters Association elected these officers: President, C. W. Hutchinson, Pennsylvania Fire; vice-president, Paul E. Rudd, Aetna; secretary-treasurer, E. O. Spink, Home.

To Increase Capital

Stockholders of the Independence Fire have voted to increase the company's capital from \$500,000 to \$1,000,000, and stockholders of the Independence Indemnity have voted to increase the capital of that company from \$1,500,000 to \$2,500,000.

The fire company's capital increase will be effected through issuance of 50,000 shares of new stock at \$10 par value, which will be offered to stockholders of record June 14 at \$21 a share. Through this issue the net surplus of the company will be increased by \$550,000. To date no action has been taken on the disposition of the indemnity company's new stock.

FIRE AND CASUALTY ARE SHOWN IN COMPARISONS

TOTAL ABOVE TWO BILLIONS

Proportions of Premiums Written by Classes of Companies and on Leading Lines

Premiums of fire and casualty companies together in 1927 reached the immense total of \$2,069,314,099. These figures are compiled from the Argus Fire and Casualty Charts, published by THE NATIONAL UNDERWRITER.

Accident and health still hold first place as a single line, outside of fire insurance, but is less than \$5,000,000 ahead of workmen's compensation.

Automobile insurance, however, with all kinds combined, reaches the immense total of \$414,362,310. It is thus no dwarf even alongside fire only, which for the stock companies reached \$711,007,950.

Some interesting comparisons of totals by companies and by lines, with percentages of fire or casualty and (CONTINUED ON PAGE 56)

INTEREST IN ADJUSTMENT PLAN OF NATIONAL BOARD

NEW YORK, June 20.—As the general meeting of the National Board opened here this afternoon, interest centered on the action to be taken with respect to the recommendation of its committee on adjustments at the annual meeting that the adjustment machinery of the country be placed under control of a centralized bureau. Many of the leading companies are strong in their advocacy of the plan, while others are still open minded.

Following a two-hours' session, the National Board decided to refer back to the committee on adjustments the proposition for handling losses the country over for further review. Little positive objection to the plan developed, the time being given over mainly to explaining the intent of the scheme.

In the absence of Paul L. Haid, chairman of the executive committee, Hart Darlington, United States manager of the Norwich Union Fire, spoke for that body. In addition to managers from this city and Newark there was a liberal attendance of board members from Philadelphia, Hartford, Boston and New Haven. C. R. Street, Great American; J. C. Harding, Springfield F. & M., and F. P. Hamilton, Queen, were on hand from Chicago.

An Open Letter to Harmonia Agents-- Digging Up More Leads for Automobile Insurance

Automobiles skid, get out of control or, to avoid collision, are sometimes purposely run onto the sidewalk. You may see these accidents or read about them in your local paper.

But here's the point. The owners of the cars need Automobile Insurance. Of course, it is too late after the accident to obtain this protection, but it is not too late to safeguard against like happenings to others in your community.

Follow up automobile accidents with advertising. Use your local paper. Send letters and descriptive literature to those who have read of the mishap or in whose vicinity it occurred. Call attention to the possibility of such an accident happening to them.

As to the letter and folders, the Harmonia Fire Insurance Company has ready for its agents a suggestion for the first and a supply of the second. Take advantage of local automobile accidents to sell more Automobile Insurance. It's a good time to increase business.

In territories where the Harmonia Fire Insurance Company is not already represented, applications from reputable agents for representation will be considered.

HARMONIA
Fire Insurance Company
NEW YORK OFFICE
59 MAIDEN LANE



MARSH & McLENNAN

Insurance

FIRE

LIABILITY

MARINE

164 W. Jackson Blvd., CHICAGO

MINNEAPOLIS
MONTREAL
WINNIPEGNEW YORK
PHOENIX
CLEVELANDSEATTLE
PORTLAND

LONDON

PITTSBURGH
COLUMBUSSAN FRANCISCO
INDIANAPOLIS
DULUTHDETROIT
BUFFALO
RICHMOND

What Lloyd-Thomas Does for Your Clients

First, we obtain the true insurable values of your client's property, enabling him to secure the exact amount of insurance necessary to reimburse him in event of loss.

Our system of making appraisals* is the result of long and broad experience in the use of appraisals* in the adjustment of losses.

Much of the value of an appraisal* is in its usefulness in effecting speedy and equitable loss settlements and Lloyd-Thomas appraisals* are designed especially for this purpose.

Second, the appraisal* is kept up-to-date. An appraisal* no matter how accurate it may have been, becomes of little or no value if it is not kept constantly up-to-date.

Lloyd-Thomas service does not stop after an appraisal* is made, but keeps up-to-date the insurable values of the plant or property.

"WHAT IS AN APPRAISAL?"—It is a complete classified inventory of insurable property (except stock, merchandise and raw materials). Each item of property is valued at today's cost to replace new. The amount of accrued depreciation is determined and the sound insurable value is given.

"ITS ADVANTAGES"—1st—It discovers insurable values that have long been written off the books through unscientific depreciation—2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance.

The Lloyd-Thomas Co.

(RECOGNIZED AUTHORITIES ON PHYSICAL VALUES)

APPRAISAL ENGINEERS

4411 Ravenswood Ave., Chicago
120 Broadway, New York

Cincinnati
St. Louis
Denver
Washington

Cleveland
Milwaukee
Toronto
Los Angeles

Detroit
Pittsburgh
Minneapolis
Atlanta

Indianapolis
Memphis
Kansas City
Des Moines

1889

JOHN H. GRIFFIN, President

1928

NORTHWESTERN

FIRE AND MARINE INSURANCE COMPANY
MINNEAPOLIS, MINNESOTA

Isn't it worth while

To know that you have a
company in your agency
that has the facilities
and desire to serve
you completely and
satisfactorily?

Fire Tornado Lightning Automobile Hail Rents Use and Occupancy

DEMAND IS SEEN FOR WELL TRAINED MEN

Pertinent Comment Is Made by
British Officials on Present
Needs

BIG VISION REQUIRED

Insurance Companies of Magnitude
Are Seeking Officials Who Have
Ability to Get Results

NEW YORK, June 20.—The marked tendency of the times to group important industries and financial institutions into large units has presented the difficult problem of finding men with talent requisite to directing their activities. Many years ago Lyman J. Gage, then a prominent banker of Chicago and subsequently Secretary of the Treasury, declared that he knew of more \$25,000 a year positions open than there were men competent to fill them. Since that time business combinations have multiplied greatly in both number and size. The task of securing capable executives has correspondingly increased. The salary question is a minor consideration, big business being willing to pay almost any figure to those equipped to handle their intricate affairs. The problem is not confined to this country nor to the insurance business, but apparently exists in every section of the world where great industrial or financial organizations operate.

English Officials Comment

At the annual meeting of the Liverpool & London & Globe at Liverpool, A. Kentish Barnes, chairman of the board, in the course of his report to the stockholders, referred to the need for training and educating insurance officials in the following manner:

"This vast growth of British insurance necessarily brings with it an increasing demand for men capable of filling responsible positions. I do not think I overstate the case when I say that today the supply of competent and trained men barely meets the demand. A considerable responsibility, therefore, rests upon directors and managers to see that there are in training in sufficient numbers, officials who will be capable of carrying on the affairs of insurance and maintaining British prestige in the face of ever-increasing international competition. More than ever the business of insurance must attract to its service the ablest minds and the best brains. The directors have observed continually the necessity for improving the personnel of our own organization, and I know that Mr. Lewis (Hugh Lewis, general manager of the corporation) has this feature of true and far-seeing management always before him."

Observations of a Writer

Commenting upon the same general question and using as a text the difficulty experienced by a giant electrical manufacturing organization of Germany to secure an efficient successor to its lately deceased general manager, a writer in the "Financial Times," London, said in part: "One cannot help thinking that the problem is somewhat similar to that which, in the comparatively near future, will face the management of our big insurance companies. The creation of corporations of the size of the Commercial Union, the Royal and the Liverpool & London & Globe is a phenomenon of the last 15 or 20 years. The men who now control these companies have grown up with them and

(CONTINUED ON PAGE 56)



From the painting by Russell
Cheney of Edison Lamp Works

MORE than a century ago was discovered the first instance of light by electricity. It remained, however, for Thomas Edison to invent and produce the first practical incandescent lamp. A piece of cotton thread, carbonized and sealed in a glass globe, became the forerunner of an object that is today commonplace, yet invaluable.

The electric lamp, made practical in 1879 when the Home was rounding its first quarter century, contributed to the comfort and convenience of living and aided greatly in the reduction of fire hazards, though involving special hazards of its own.

THE HOME INSURANCE COMPANY NEW YORK

—Seventy-fifth Anniversary Year—

ADJUSTERS BUSY HANDLING HAIL, WINDSTORM LOSSES

MANY BAD STORMS IN JUNE

Approximate Losses Not Determined
as Yet—Outside Adjusters Aid-
ing in Loss Work

WICHITA, KAN., June 20.—The hail and wind storms during June throughout Kansas and Oklahoma caused heavy loss. The wind damage to both city and farm property will no doubt be exceeded by the hail losses to crops but to date there is no way of determining the approximate losses even.

According to the report of Miss C. J. Sutton, secretary of the Kansas Loss Clearing House of the hail writing companies with offices in Wichita, there were numerous hail losses on June 7, 8, 11, 12, 14 and 15. The Aetna-North America-Springfield group, Hartford group, America Fore group, Hedwall-Sundberg group and Shaw group have been hardest hit.

Hail Claims Piling Up

Hail loss claims in Kansas are increasing rapidly, 141 towns showing 774 losses in the report of June 18 published by the clearing house. The report for the 13 hail writing groups, excluding Hartford, showed that the Rain & Hail Insurance Bureau had 212 claims while Hedwall-Sundberg had 198. The general claim losses were reported heavy. Daily losses occurred from June 10-17 inclusive, with majority on June 16, when over 500 claims were shown from 67 districts. There were 157 from storms of June 14 from 28 districts. The damage on June 16 was the most widespread. The largest number was from Sterling, 44; Hays, 80; Hoxie, 24; Greensburg, 27. Claims were filed from as far east as Lawrence and covering the entire state to Atwood and Rolla in the extreme western corners. The Hartford's claims are increasing proportionately. No estimate of the total losses is available.

The Kansas-Oklahoma headquarters of the Hartford group at Wichita has had approximately 35 adjusters in the field for two weeks under the direction of J. N. Bracken. Over 1,000 claims have been filed to date. Heaviest losses have been reported in the vicinity of Bloom, Sharon and Medicine Lodge, Kan., but small claims have been received from all four corners of the state.

Adjusters Swamped With Work

The Aetna-North America-Springfield group with headquarters for Kansas located in Wichita has a map showing 12 distinct districts in the western half of the state which have been hard hit. Thirty adjusters have been working desperately for over two weeks to catch up but are still swamped. Near Sterling, work was just completed when another storm forced adjusters to retrace their steps. In some cases three distinct losses have been settled on the same fields. Some claims are total, five losses in the Mound Ridge district out of eight being such. Adjuster W. E. Hockett reported that a tornado only missed him 80 rods while making settlements in the Oakley district. He reported also that over three inches of hail covered the ground near Byers and Deerfield, Colo.

The Central States Fire is handling its losses as fast as capable men can be secured to augment its regular field force. However, it did not write any business on crops in the northern half of the state. Assistant Secretary Bolster reports losses heavy and storms general, around 100 claims having been received to date.

Hail and wind losses to buildings have swamped the Wichita office of the West-

ern Adjustment Bureau according to George M. Montgomery, manager. Three additional adjusters have arrived from St. Louis and more men are being furnished immediately. Their office is still working on losses of June 8. Three men are stationed at Winfield where it hailed for two hours without ceasing. Another is working in the Caldwell territory and another at Kiowa where they are dealing mostly with wind losses which damaged the towns

of Bluff City, Waldron and Hardtner, as well as farm buildings generally. Another man is stationed at Garden City while Mr. Montgomery is looking after some 50 claims in the Wichita vicinity. From 300 to 400 claims were received out of Winfield, 120 at Caldwell, 70 at Kiowa, 75 at Garden City and 49 at Scott City.

Adjuster Kretsinger of the St. Paul Fire & Marine at Emporia reported a tornado in that vicinity on June 17,

which completely demolished many farm buildings.

Rains the past week have hindered the work of adjusting making the rural losses hard to reach and adding to the losses on account of the resulting water damage to partially damaged property.

Commonality in character comes to the surface sooner or later, no matter how much gold there may be piled on top of it.

Have you Increased your Business
1,328.57% in Fourteen Years?

Business today

over

\$300,000.00

Business 1914 \$21,000.00

Increase \$279,000.00

\$21,000

\$279,000.00

21000

69000

63000

60000

42000

180000

168000

120000

105000

15000

The W. R. McDonald Company, Portland, Oregon, started their agency in 1914. Their first year's premiums totalled \$21,000.00. Today their annual premiums total over \$300,000.00—over a 1,328% increase. That **ROUGH NOTES**—"The Business Magazine of Insurance"—helped is shown in their unsolicited letter to us—

"We have during the last twelve years received many very good suggestions from your valuable paper, **ROUGH NOTES**, and would not be without it if it cost ten times the price of the subscription."

Let this monthly service help build your business too. Send in the coupon now.

"Jimmy" Case Says—

(Ex-President Nat'l Ass'n Local Agents)

"I read with real interest and profit each of your issues and I want to congratulate you upon the manner in which you are providing such efficient ways and means whereby local agents may improve their business opportunities. **ROUGH NOTES** is a real asset to our office."

ROUGH NOTES

222 East Ohio St., Indianapolis, Ind.

Send me **ROUGH NOTES**—"The Business Magazine of Insurance" for which I am to pay \$2.00 a year. I reserve the right to cancel at any time on a pro-rata basis, paying only for actual number of issues received.

Name

Address

City State

(PLEASE CHECK)

I am an .. Agent: .. Broker: .. Gen'l Agent or Manager: .. Field

Man: .. Company Executive.

BRUNER ANNOUNCES DATE FOR MEETING OF AGENTS

COMMITTEE PLANS DETAILS

Indiana Association Sets Annual Session
at Same Time and Place as Na-
tional Convention

President W. H. Bruner announces the annual meeting of the Indiana Association of Insurance Agents will be held Sept. 18 at West Baden, Ind. The National association has accepted the invitation of the Indiana association to hold its annual convention at West Baden the third week in September. The Indiana association is now preparing with its committee to carry out the details of this convention and looks forward to entertaining the largest attendance in National convention history.

The Indiana association is planning a series of regional meetings in Gary, Logansport, Peru, Lafayette, Crawfordsville, Lebanon, Bloomington, Bedford and Evansville to complete the organization of local boards in those cities. G. W. Scott of the National association is in Indiana assisting the officers in the completion of this work.

Deputy W. O. Richardson Dies

William O. Richardson, second deputy commissioner of the Massachusetts department, died at the Eliot hospital, Boston, Monday, following an operation, aged 65. Mr. Richardson had been connected with the Massachusetts department for 34 years. He was appointed second deputy in 1916 and had held that position since.

Good impulses are the ebullitions of a generous heart. However, they do not count for much unless they are strong enough to boil over in good deeds.

CHANDLER SUGGESTS WORLD'S CONGRESS OF INSURANCE DURING 1933 FAIR

FRANK M. CHANDLER, of Chicago, father of the state insurance day idea, chairman of the state insurance day committee of the Insurance Federation of America, has made a suggestion that insurance organizations and companies take a look forward to the time of the Chicago World Fair in 1933 and begin to plan for a great insurance congress and celebrate one national insurance day with a program of magnificent proportions. Mr. Chandler is assistant manager of the Employers Liability and American Em-

ployers of Boston in Chicago. He believes that insurance is not taking the part it should in preparation for this great exhibition. He suggests that a general committee should be formed to get in touch with the Chicago World's Fair authorities so that insurance will have a place in the scheme.

He believes that it is possible for insurance organizations and insurance companies to have an insurance congress and an exhibition that will do credit to the business and will be of great educational benefit.

AGNEW FIREMANS FUND AGENCY SUPERINTENDENT

SAN FRANCISCO, June 20.—Frank J. Agnew, for the past six years special agent in charge of the improved risk department of the Fireman's Fund, has been appointed agency superintendent, succeeding the late Robert D. Hunter, who died very suddenly a few weeks ago.

Was Formerly Local Agent

Mr. Agnew is recognized as one of the best special risk men on the coast and before joining the ranks of the Fireman's Fund was special agent for the Northern Assurance. Prior to that he was with the Pennsylvania for 20 years after disposing of a local agency which he had maintained in Oakland. His first experience in the insurance business was when he entered the employ of a local agency in 1893. Mr. Agnew is very well known throughout the entire Pacific Coast territory through his cooperative work with various civic and public organizations.

QUESTION OF LIABILITY FOR FALLING OF WALLS

No question is made of the general right of plaintiff to recover, but the question is as to amount, the insurance company admitting its liability for \$3,372.72 to which amount it contends plaintiff was limited as the sum fixed by its proof of loss of May 21, 1925. Insured contended it was entitled to \$4,545.46, being amount of its loss as stated in its supplemental proofs of loss dated Aug. 14, 1925. The court left to the jury to determine the single question whether insured had taken due steps to protect the walls after the fire. The property had been partially destroyed by the fire, leaving the walls standing and sometime after the fire—two months, the court thinks, the walls fell down. It was the contention of the insurance company that the walls fell down because they were not properly protected. Verdict for plaintiff for additional loss by fall of the walls sustained. *Stuyvesant vs. General Woodcraft Co.*, U. S. C. C. A. 3rd Cir. (N. J.).

SAUFLEY TO INVESTIGATE NONLICENSED COMPANIES

QUESTIONS RIGHT IN MAILS

Complaints of Failure of Outside Con-
cerns to Pay Losses Stir Up
Action

FRANKFORT, KY., June 20.—Commissioner Saufley will take up with the United States authorities the question of whether the soliciting of business in the mails by nonlicensed insurance companies, which fail to pay losses under the policies, is in violation of the postal laws. This action is the result of a complaint received from Judge J. J. Tye of Barbourville that some of his clients in Knox county had claims against the Universal Key Registry & Insurance Association of Glasgow, Scotland. This company is represented by the William George Company of Philadelphia. Judge Tye was unable to get any answer from the representatives of the company. Mr. Saufley couldn't locate the company and wrote Judge Tye to that effect. The commissioner also sent out warning to all policyholders and the incident is being advertised throughout the state. It is hoped that the agents will carry on this publicity.

Mr. Saufley wants every agent soliciting business to find out by what companies property owners they solicit are insured. If the company is not authorized to do business in the state, the commissioner advises the agents to report the facts to him immediately. This will give the commissioner an opportunity to write to the insured and give sufficient warning.

Corroon & Reynolds Appointments

Edward S. Inglis, vice-president of the Corroon & Reynolds companies, will leave for Chicago Thursday, returning via Pittsburgh, where he will make a short stop. On a recent trip to Chicago Mr. Inglis leased desirable space in the Insurance Exchange South as service headquarters for the combination and as an office for General Agent R. R. Chapman. Mr. Inglis appointed Paul Sweazey as special agent and inspector for the companies, to work out of Chicago.

The St. Louis agency of the Brooklyn Fire, one of the companies in the group, has been placed with George D. Markham & Co., while the representation of the Merchants & Manufacturers in the same city was given the Lawton, Byrne, Bruner Co. Walter P. Dolle & Co. get the Cincinnati agency for the latter named company.

McKees Rocks Agent on Trip

Otto A. Zange and wife will sail on the George Washington from New York July 21. They intend touring England, France, Switzerland and Germany, returning from Bremen on the S. S. Stuttgart, Oct. 4.

Mr. Zange is the sole owner of the Geo. S. Davis Co., the oldest insurance office in McKees Rocks, Pa., and vicinity, which firm has been an agent of the Home for many years.

Report on Roofing Materials

After seven years research work regarding the combustibility of roofing materials, the Dominion Fire Prevention Association has just issued a most exhaustive report on this subject. In the report some 120 different types of roofings are dealt with, listed in order of decreasing fire-resistance, headed with slate, and winding up with shingles. The report covers 90 pages, with diagrams, tables and analyses.

The Liberty Insurance Agency has been organized at Pineville, Ky. H. D. Arterberry and Arthur Powers will be owners of the new agency. It will occupy the offices recently vacated by the Jones-Smith Agency, which sold out two weeks ago to the Pineville Insurance Agency.

INTERNATIONAL INSURANCE COMPANY

of New York

80 John Street

New York City

No Officer, director or stockholder of the International Insurance Company of New York has any connection whatever with the International Re-Insurance Corporation, chartered under the laws of California, which advertises its Eastern Office as at 80 John Street, New York City.

International Insurance Company
Sumner Ballard, President

What States Are You Developing?

New 1928 Underwriters' Hand Books

Published by THE NATIONAL UNDERWRITER CO.

Edition	Approximate Date of Issue
Illinois	June, 1928
Chicago	July, 1928
Wisconsin	July, 1928
Iowa	Aug., 1928
North and South Dakota	Sept., 1928
Minnesota	Oct., 1928
Ohio	Nov., 1928
Kansas	Nov., 1928
Nebraska	Dec., 1928
Indiana	Dec., 1928



NATIONAL UNDERWRITER HANDBOOK
STATES

To localize and concentrate your advertising in a particular territory—use the State Underwriters' Handbooks

CONSIDER HOW THE HANDBOOKS CAN HELP YOU—

The Handbook circulation is confined exclusively to companies, field men, general agents and agents who are interested in the particular state's business. None of the books go to anyone not identified with the state's business—thus there is no waste circulation.

The circulation in a state is quite thorough—one Handbook frequently serving several agents. The Handbook circulation reaches still farther because of the many local agents who seek information in it from the copies belonging to their general, state and special agents.

The Handbooks are close to the business because of the personal information they contain.

The influential men who serve a territory and more or less control the volume of business written in it, the field men, general agents and first-class agents, are the buyers and users of the Underwriter's Handbooks. (The Handbook users represent the "class" of the insurance business, a fraternity of well-known and highly esteemed insurance men, which every company can join through the Handbooks).

Before any changes are made in company representation, the Handbook is consulted to get a "picture" of the insurance situation. Your name well represented in the Handbook presents your message at the most opportune time.

Be favorably known through the Handbooks—

The advertising investment is very small—only a fraction of the cost of other means of advertising.

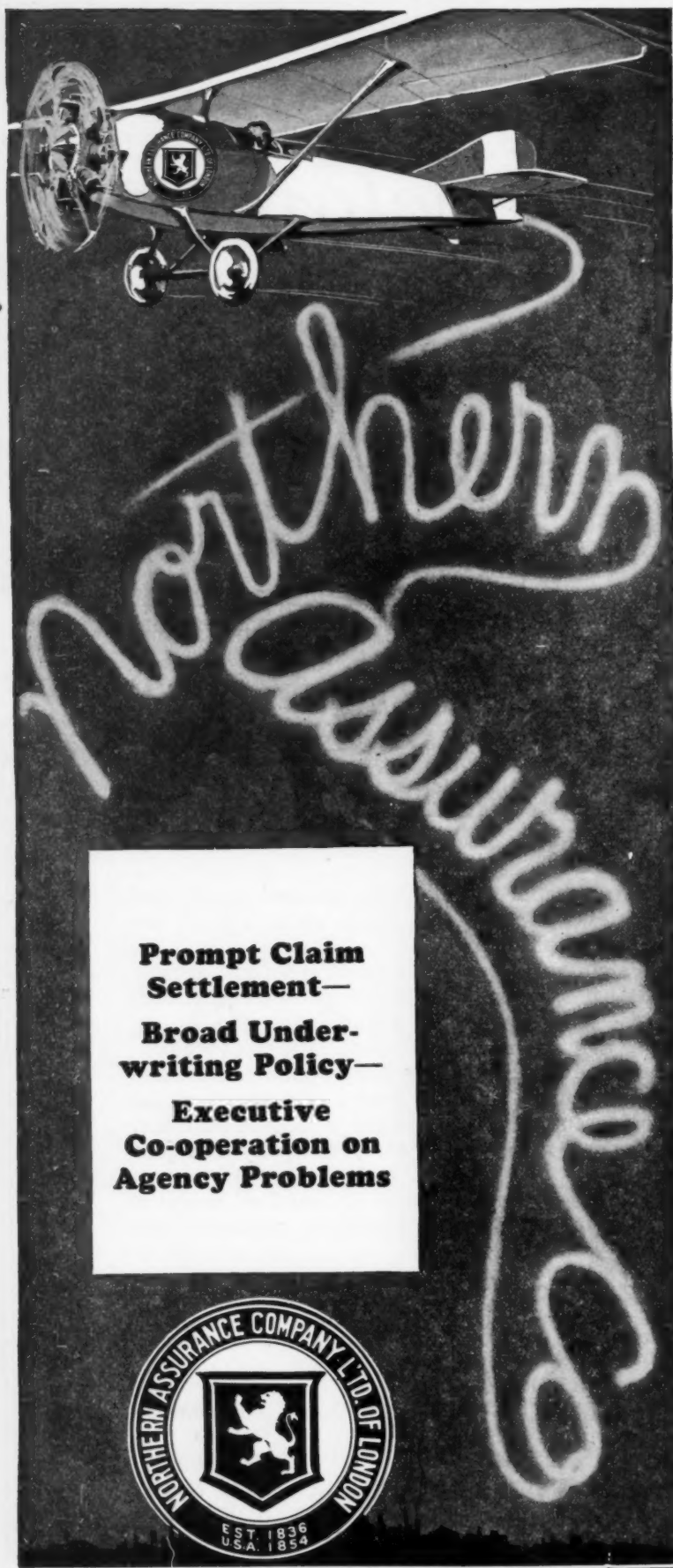
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Settlement—
Broad Under-
writing Policy—
Executive
Co-operation on
Agency Problems**



NORTHERN
ASSURANCE COMPANY LIMITED
OF LONDON

80 JOHN STREET, NEW YORK

PROPER MAINTENANCE OF SPRINKLER EQUIPMENT NECESSARY FOR EFFICIENCY

LOCAL agents throughout the country are more and more using this sprinkler protection idea in their regular routine, both to hold old clients and acquire new ones. Without quoting statistics, it is enough to say that fire underwriters reduce insurance charges from 50 to 85 percent as soon as sprinklers are installed in a risk previously without them. The rate reduction is so great, in most instances, that premium savings alone are sufficient to pay the entire cost of installation within a few years. Thereafter the property owner enjoys superior protection against fire, and also a permanent saving in his insurance costs.

Service Is Necessary

Getting business via the easy automatic sprinkler route doesn't relieve any agent of his obligation to give service continuously and conscientiously. Satisfied clients stay that way only so long as they get service; and "service" at this time of the year requires that agents tell their clients what to do to keep their sprinkler system 100 percent efficient.

"I have found," said the head of a leading agency in Detroit, "that it is poor business to neglect a client after you have shown him how to increase safety and reduce insurance costs by the installation of automatic sprinklers. We count it a privilege, as well as a duty, to impress all of our sprinklered risk clients with the idea that anything as valuable as an automatic fire protective system deserves proper attention. That is, every precaution should be taken to keep the equipment in proper working condition at all times."

Eliminates Human Carelessness

Aside from a special warning against the dangers of freezing at cold seasons of the year, the best all-year-round recommendation an agent can make to sprinklered clients is that they use the A. D. T. system. Day and night this

service, which is available from coast to coast, automatically and continuously supervises all vital parts of the sprinkler equipment. It eliminates human carelessness by an electric equipment which automatically transmits signals to a central station, indicating any trouble that might make the system inoperative.

In effect, the central system of supervision provides an inspector that is always "on the job," and can be depended upon at all times to call for help whenever help is needed. It works automatically, for the supervisory instruments are like so many telephones which the sprinkler equipment itself uses to notify the central station force that it is in trouble. In addition to sending an immediate alarm in case of fire, or accidental leakage, it sounds a warning when any valve is closed, when water in a gravity tank gets too low, when the temperature of water in the tank approaches a point where it is likely to freeze, when air pressure on a dry system is too high or low, or when there develops any condition which might interfere with the sprinkler system's efficiency.

Provides Equipment Inspection

The supervisory service men are stationed in the local A. D. T. offices, constantly ready to hasten to any plant immediately the automatic signal is received, while at the same time a telephone call is being made to the property owner or other responsible parties; or in case of fire or water flow, to the fire department. The sprinkler supervisory service also provides periodic inspection and testing of sprinkler equipment and supervisory attachments. These many advantages are so certain and concrete that the service frequently saves money for the assured by getting for him a still further reduction in his insurance rate, or by doing away with the necessity of employing a watchman.

FIRE GENERAL AGENTS' COMMITTEES ARE NAMED

L. B. Leigh of Little Rock, Ark., president of the Association of Fire Insurance General Agents, has announced the standing committees for the year as follows:

Executive: Herbert Cobb Stebbins, chairman (Cobb, Miller & Stebbins), Denver; Thomas E. Braniff (T. E. Braniff Co.) Oklahoma City; T. L. Lauve (Trezevant & Cochran), Dallas; A. H. Turner, Atlanta.

General Welfare: Rorick Cravens, chairman (Cravens, Dargan & Co.), Houston, Tex.; W. Lyle Dickey (American Agency Co.), Tulsa, Okla.; Robert E. Brown (Gordon & Brown), Richmond, Va.

Publicity: James B. Ross, chairman, New Orleans; Langdon C. Quin (Hurt & Quin), Atlanta; E. E. Raines (Coates & Raines), Little Rock.

Membership: T. A. Manning, chairman (T. A. Manning & Son), Dallas; R. S. Busbee, Raleigh, N. C.; C. H. Jerome (Jerome, Wilkerson & Cowan), Atlanta.

Conference: Henry A. Steckler, chairman (Steckler & Wagner), New Orleans; R. D. Coughanour (R. D. Coughanour & Son), Dallas; S. L. Johnson (S. L. Johnson & Co.), Birmingham, Ala.

Liberty Bell Capital Increase

Plans to increase the capital of the Liberty Bell of Philadelphia will be voted on by the stockholders next Mon-

day. The present capital is \$250,000 and it is proposed to raise this to \$1,000,000 with surplus of \$1,500,000. The company was organized and is controlled by Henry W. Brown & Co.

Bennett Writes on Business Methods

The forthcoming number of "Human Relations," the house organ of the Independence companies of Philadelphia, will contain an article on "Better Business Methods," contributed by Walter H. Bennett, secretary-counsel of the National Association of Insurance Agents.

Statement of the Sylvania

The Sylvania of Philadelphia, which is now managed by Corroon & Reynolds of New York, as of April 1 shows assets \$4,554,828; premium reserve, \$71,512; reserve for development and contingencies, \$1,400,000; capital \$1,500,000; net surplus, \$1,533,257.

Gibson Goes to Kentucky

L. G. Gibson, for the past two years connected with the Kansas Inspection Bureau, supervising the standardization of hose and coupling threads has left to take up similar work with the Kentucky Actuarial Bureau. Before going to Kansas in May, 1926, Mr. Gibson spent two years in similar work with the Indiana Bureau.

We who are in the insurance business all know that almost every destructive fire is followed by the discovery that the property wasn't fully insured . . . that a distinct loss will have to be borne by the property owner . . . yet most people are pretty lax about adequate and proper fire insurance for their property. The fire insurance agent must remind them over and over again.—Hartford Agent.

The National Underwriter

THIRTY-SECOND YEAR
NUMBER 25

CHICAGO, CINCINNATI AND NEW YORK, THURSDAY, JUNE 21, 1928
Office of Publication, 175 West Jackson Boulevard, Chicago, Illinois

KANSAS INSURANCE
DAY NUMBER

Kansas Insurance Day Scores a Big Hit

First Observance, Held at Wichita, Proves Unqualified Success—Plans Launched for Perpetuation Next Year

KANSAS Insurance Day, originating in a desire to emphasize the value of insurance both to the men in the business themselves and to the public at large, was successfully celebrated last week at Wichita, it being the first day of the kind in the state. A strong organization committee buttressed by an especially effective local coterie of men at Wichita had the plans well matured and produced a program covering a wide field. M. A. Hyde of the Security Mutual Life of Lincoln, chairman of the insurance division of the Lincoln Chamber of Commerce and general chairman of Nebraska Insurance

Day, general Manager F. H. Scholle of the Kansas Life of Topeka, Vice-President C. T. Evans of the Home Life of Little Rock, and the officers of the local Wichita companies were all present.

Fortunately Kansas Insurance Day had a most versatile, forceful and pleasing presiding officer in Bert Mitchner of Hutchinson, who was chairman of the general committee. He is a star performer at all stages of the game. Mayor Frank Dunn of Wichita gave the welcome, calling attention especially to Wichita as a factor in the airplane manufacturing business. It now produces more than 25 percent of the aircraft being manufactured in the country and is familiarly known as "the air capital of the United States."

Insurance Superintendent Was a Speaker

Insurance Superintendent Baker, who has done some splendid work during his term of office, was given a special ovation. Captain Baker has stood for insurance of the right kind in Kansas, has been eminently fair and has upheld the law in every respect.

W. A. Elstun, the state fire marshal, called attention to the fact that the Kansas fire waste is about \$4,000,000 annually. He said that everybody should be interested in fighting firebugs. Under a recent law in Kansas, doors in school houses and other public buildings must swing outward. He said that about 95 percent of these doors have now been so adjusted. Where there are screens on windows in school houses they must be on hinges so they can be readily opened.

Father of Insurance Day Movement Gave a Talk

Frank M. Chandler of Chicago, assistant manager of the Employers Liability and American Employers, the originator of the state insurance day idea, who was the general chairman in Indiana when it celebrated its first insurance day, was one of the interesting speakers of the occasion. He said that a registration of 300 like that at Wichita is a most gratifying beginning. He feels that the contribution of insurance to business and industry is not yet appreciated. Insurance has not interpreted itself to the public as it should. He said that the insurance day gatherings will bring about a better understanding among the various classes of insurance people themselves. He thinks that at the time of the insurance day meeting other organizations should hold sessions at the same place and in the same week.

Wants World's Insurance Congress Arranged

Mr. Chandler referred to the Chicago World's Fair to be held in that city in 1933 and suggested that the insurance men prepare for a world's insurance

congress and a great national insurance day at that time. He believes that people should think of insurance in terms of protection instead of loss payments. All insurance men, he said, should combine to keep the government out of insurance or any private business. He said that aviation insurance will receive more and more attention from companies because increasing demands are being made on them for protection. He urged more educational activities for casualty insurance. Mr. Chandler said that workmen's compensation insurance is being written at a loss. The rates are not high enough. He said that compensation needs state supervision, but it should be tempered with good judgment. He said that companies are being imposed on by doctors who haven't much conscience and malingering claimants.

Accident Prevention Should Have Support

Mr. Chandler stated that the companies are doing much in reducing dangerous industrial hazards. He said however they are not receiving the support in their campaign for accident prevention from state authorities as they should.

In referring to compulsory automobile insurance Mr. Chandler said that much can be done to reduce accidents which will be more effective from a public standpoint than trying to force people to carry insurance. He said that if the insurance men will go after business more and get more people to take liability insurance the less demand there will be for compulsory insurance. He said that the results of the compulsory automobile liability law in Massachusetts are very questionable. The Connecticut and New Hampshire laws are far more effective. Mr. Chandler urged the cooperation of all classes of insurance men to uphold the insurance business as a whole.

Charles T. Evans of Arkansas Scored a Big Hit

Charles T. Evans of Little Rock, Ark., vice-president of the Home Life and Home Fire of that city, speaker extraordinary and ambassador of good cheer and fine sentiment, spoke on "Life Insurance as an Aid to Living." Mr. Evans never fails to score a big hit when he speaks. His Negro stories and his wholesome, homemade sentiment are always relished. Mr. Evans in his talk said that there are no degrees of honesty in the insurance business. He was speaking of the qualities that an insurance man should have. He put honesty first. In the second place he put intelligence. Industry also is a characteristic that should accompany a successful insurance man. He mentioned thrift as an accompaniment to real achievement in insurance. An insurance man should be able to save money. He

becomes his own manager and he should learn how to master himself. Next he puts preparation. He said that companies and general agents are too prone to put men in the field before they know their business. They should know what they are doing. Next he would place ambition in the list. Every man needs a spur. Lastly, he put imagination on his card. He said that real imagination will open the eyes of insurance men to what insurance will do for people.

Harry Curran Wilbur of Chicago gave



WILLIAM R. BAKER
Kansas Insurance Commissioner

ance Day, was present and brought greetings from that state. Mr. Hyde did yeoman service in connection with the successful Nebraska Insurance Day celebration. A committee from Oklahoma City consisting of A. C. Dimick, insurance editor of the Oklahoma "News"; E. R. Ledbetter, vice-president, Oklahoma Association of Insurance Agents; Russell Law of the Northwestern Mutual at Oklahoma City, the president of the Oklahoma Life Underwriters Association, was on hand to see if Oklahoma should not stage a similar performance.

Many Notables Were Present to Give Support

Insurance Commissioner W. R. Baker, State Fire Marshal W. A. Elstun, Frank M. Chandler of Chicago, chairman of the Insurance Federation insurance day committee; Stanley W. Maynard of Chicago, vice-president New York Indemnity; President Ray B. DuBoc of the Western Automobile of Fort Scott, Kan.; secretary and Gen-



BERT MITCHNER, Hutchinson
Chairman Kansas Insurance Day

a comprehensive address showing what fire insurance is doing in the life of the nation. His statistical background to his talk showed a depth of study and range of vision that made his address an impressive one.

C. M. Cartwright of THE NATIONAL UNDERWRITER gave a practical talk on how insurance people should link up in a logical way with the papers.

Weatherwax Was a Great Leader in the Singing

Lester Weatherwax, manager of the Guardian Life at Wichita, led the community singing. In that role he evoked much enthusiasm. Chairman Mitchner appointed an organization committee to meet during the noon hour and decide whether Kansas Insurance Day shall be perpetuated. It was decided to do so. W. S. Thompson of Hutchinson urged his city as the meeting place for next year. Frank L. Britton, state agent of the North British & Mercantile, set forth the claims of Topeka as a meet-

ing place. The organization committee will decide the time and place of the meeting.

Organization Committee For Next Year's Work

Those appointed on the general committee for next year by Chairman Mitchner were: Roy F. Preston, H. A. Blinn, Roy E. Eblen, Frank B. Jacobshagen, H. A. Braunagel, Clayton Mammel, H. K. Lindsley and Duane T. Stover, Wichita; Clyde W. Miller, H. O. McIntosh, W. B. Gasche and O. T. Cropper, Topeka; I. J. Talbott, Kansas City; Fred Hans, Great Bend; R. B. Duboc, Fort Scott; Glenn Charlton, Lawrence; John J. Eberhardt, Salina; Seymour Drehmer, Dodge City; Frank T. Barlow, Wellington; Bert S. Berry and Bert Mitchner, Hutchinson; and P. T. Ellis, Pittsburg. These are practically the same men that composed the general committee for the 1928 meeting, which was organized as follows: General chairman, Bert Mitchner; entertainment and reception committee, Duane Stover; finance committee, Roy E. Eblen; speakers' committee, Frank B. Jacobshagen; publicity committee, Bert S. Berry; secretary, Roy F. Preston; treasurer, H. A. Blinn.

A meeting of the general committee is planned for an early date at which time the committee will be reorganized and the place for the 1929 meeting selected.

Banquet Was Fitting Close to the Day's Program

A most enjoyable and fitting climax to the first Kansas Insurance Day was the banquet where nearly 400 feasted. Bert Mitchner was the well qualified toastmaster, and following the banquet, during which Lester Weatherwax aroused enthusiasm with community singing, introduced those responsible for the huge success of the day, most of whom were seated at the speakers' table and included F. B. Jacobshagen, Roy F. Preston, Duane T. Stover,

Roy E. Eblen, H. A. Blinn, Bert S. Berry, H. O. McIntosh, J. H. Jones, and E. B. Fergus. Frank M. Chandler and Superintendent Baker, both of whom had spoken earlier on the program also were introduced.

Following these the speaker of the evening, Dr. Dewey Short of Southwestern college, was presented. He introduced himself as a "college professor half the time, Methodist minister half the time and politician all the time." He had made an air trip from Kansas City, where he was a sergeant-at-arms at the Republican convention, to be present. He is a candidate for congress from the 14th district in Missouri.

Dr. Short, while not an insurance man, gave one of the most interesting talks of the day's program. His remarks were overflowing with wisdom, wit and facts and his subject, "The Place and Function of Insurance in the American Life," was well covered. Starting this discussion with the question, "Do you longer need to give an excuse for your existence?" he said in part:

"In the last decade insurance has taken its place beside agriculture, steel and oil and is more basic than any of these other. Without the protection it offers none of the others could be conducted successfully, as it is absolutely necessary to these. Furthermore, it is an absolute prerequisite to any enterprise."

Dr. Short stated further: "There has been an increase in the ethics and standards of the men of the business. Time has now come when insurance has reached that exalted place so that anyone who sells it has the respect of the community."

He declared that "insurance has an important role and function to perform and without it there would be no economic security or political security, both of which are necessary to assure a prosperous and peaceful nation."

FIRE INSURANCE OCCUPIES IMPORTANT POSITION IN FINANCIAL STRUCTURE

HARRY CURRAN WILBUR, managers' consultant of Chicago, visualized the important place fire insurance occupies in the financial structure of the United States at the Kansas Insurance Day in Wichita last week. Mr. Wilbur said that all business was so interknit and interrelated that the prosperity of each was best promoted by the prosperity of all. Stock fire insurance touches each and every activity of life, he said, and more than any other business, it amalgamates them all into one concrete whole.

"Great as the progress has been and marvelous as are the achievements in the modern world, the primary moving factors remain the same, and just as in the beginning they center around the home," Mr. Wilbur said. Then he compiled figures which are given in the chart showing the total number of homes in this country, the number rented, owned and mortgaged. He told how the fire insurance policy guarantees the loan in case of a mortgage and how it assures the 10,000,000 home owners that their accumulated savings will not be wiped out in a short time during a single fire. Those who live in rented homes benefit because the landlord can protect his interests by a small fire premium. Thus the rent can be lower than if he assumed the risk himself.

Heavy Real Estate Investors

Mr. Wilbur said that farms are not only homes but agricultural plants. The total annual value of farm produce is estimated at \$19,700,000,000. The stock fire insurance companies have invested \$91,956,000 in mortgage loans on real estate and improvement. Of course the life insurance companies, admitted Mr. Wilbur, have larger sums invested in real estate mortgages, but fire insurance companies cannot invest too heavily in such investments because they must be able to easily convert their securities into cash in case of emergencies when a large fire loss occurs.

The important position building and loan associations and public schools occupy in the national life was told by Mr. Wilbur. He emphasized the important service the fire insurance companies render in protecting the properties of these financial associations and the schools and the lives of the school children themselves.

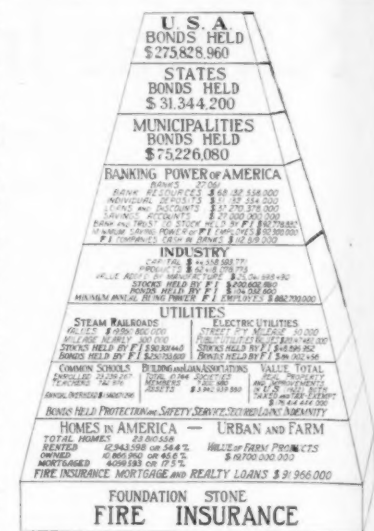
Invest in Transportation Systems

The statistics on the transportation systems in this country show that a vast amount of capital is invested. Fire insurance, according to statistics, furnishes a great deal of it besides protecting the vast properties from loss.

The importance of fire insurance in the industrial world was then demonstrated by Mr. Wilbur when he showed

the great amount of capital invested and the large amount of stocks and bonds which the fire insurance companies own. The annual buying power of fire insurance employees, which is shown in the chart, also amounts to a very large figure.

Credit is an important factor in industrial relations. It has been estimated that 95 percent of the business in the country is done on credit and a great



basis of credit is the fire insurance policy that guarantees against disaster.

Contributes to Banking

Statistics on the banking business were presented by Mr. Wilbur. He said that in back of all the total of loans, on all save such as were advanced on land values only, stand the fire insurance companies with their indemnifying contracts. Not alone does the fire insurance protect the bank resources but it contributes greatly to them. Bank and trust companies stock held by fire insurance companies amounts to \$92,778,832, while the companies cash in the banks amount to \$112,819,000. It is estimated that the minimum saving power of fire insurance employees amounts to over \$92,300,000.

The financial aid which various fire insurance companies gave the various forms of government in the country was told by Mr. Wilbur. Stock fire insurance companies have invested \$75,226,080 in municipal bonds, \$31,344,200 in state bonds and \$275,829,960 in United States bonds.

Prominent in History

Mr. Wilbur said that fire insurance companies not only give service which

*Kansas' Home Company
is heartily in accord with the
Kansas Insurance Day Idea*

**Central States
Fire Insurance Co.**

**Wichita,
Kansas**



*Unusually Profitable Opportunities are offered to men and agencies in Missouri, Kansas
and Oklahoma by*

KANSAS UNDERWRITERS

GENERAL AGENTS AND STATE AGENTS

WICHITA

KANSAS

*General Fire—Casualty and Automobile in none but Stock Companies.
Field men and service offices Kansas City, Joplin, and Oklahoma City.*

OUR SERVICE MEANS DOLLARS TO THE LOCAL AGENT

is measured by dollars but they have played a prominent part in the history of the nation. He told how one company had aided Alexander Hamilton in bringing about the stability of the financial condition in the early history of the country. He also narrated the aid that the fire insurance companies rendered in the late war.

In conclusion Mr. Wilbur said that the fire insurance companies do not wish to receive any extra benefits for the service they render, but they are willing to stand their full share of taxes on the same basis as paid by other corporations. Mr. Wilbur deplored the present-day tendency towards excess taxation for the insurance companies.

In speaking about government control of business, Mr. Wilbur added: "Government in business is contrary to the theory upon which our government was founded. It is inimical to the best interests of the individual and of business and therefore, because of this interknit and interrelated system that we have been portraying, it is inimical to the best interests of government itself."

Pennsylvania Agents' Plans

The Pennsylvania Association of Insurance Agents, which will meet at Hazleton, Aug. 23-24, will find a very royal welcome on part of the local agents in that city. Henry Dryfoos, Jr., president of the Hazleton local board, has appointed committee chairmen to look after various features. H. E. Lundy is chairman of the registration committee, Robert D. Quin, chairman entertainment committee; R. J. Wilford, publicity, and Henry K. Markham, finance.

The state of mind is the most important factor in human success. The man who thinks he is going to do it does it. The man who doesn't think he is going to do it seldom does.—Hartford Agent.

Baker Tells of Functions and Duties of State Department

SUPERINTENDENT of Insurance W. R. Baker of Kansas spoke before Kansas Insurance Day gathering at Wichita last week, taking up the relationship of the state department to insurance itself. He said that while uniform insurance laws may never be enacted by all the states, that possibility should not and does not deter those interested in the business in their effort to obtain such enactment. He said that the extent of the service it is possible for insurance men to render their clients must be measured in some degree at least in the freedom of management granted the company executives throughout the territory in which they operate. He called attention to the manifold and different requirements in various states. Insurance officials practically have to possess the attributes of a chameleon to comply with all of them. He said the insurance business has become national and even international in its scope and the state has no right to expect anything but the highest degree of service.

Department Powers Not Legislative

Captain Baker said that it should be remembered that the powers of the insurance department are in no wise legislative. It is not the function of the commissioner to write into the insurance laws any word, phrase or section not incorporated in the legislative enactment. He may feel that the laws are wrong, or that they are unfair, but he said it is well that no powers are invested in him to fashion the statutes in accordance with his notion of the fitness of things.

Again the commissioner has no judicial authority. Captain Baker said that the privilege was not extended to him to usurp the authority of the courts and

to say to this company or that "This disputed claim should be paid in full," or to say to this claimant or that "There is no liability under your insurance contract." He sees the wisdom of barring the way to a commissioner from mounting the steps of the bench and there tip



CHARLES T. EVANS
Vice-President Home of Arkansas

the scales of justice as his conscience might dictate.

The functions of the state insurance department are executive and administrative solely. It must take the law as it is written and see to it that these laws are complied with. Captain Baker said that in so doing the commissioner

of insurance who does not have the courage of his convictions, who is swayed by his personal contacts or by the fear possibly of political vengeance can do more harm to the insurance business than any other individual or group. The right thinking, right acting insurance companies, he declared, are entitled to the cooperation of the insurance department in their efforts to better conditions in their business.

Department Represents All Those Interested

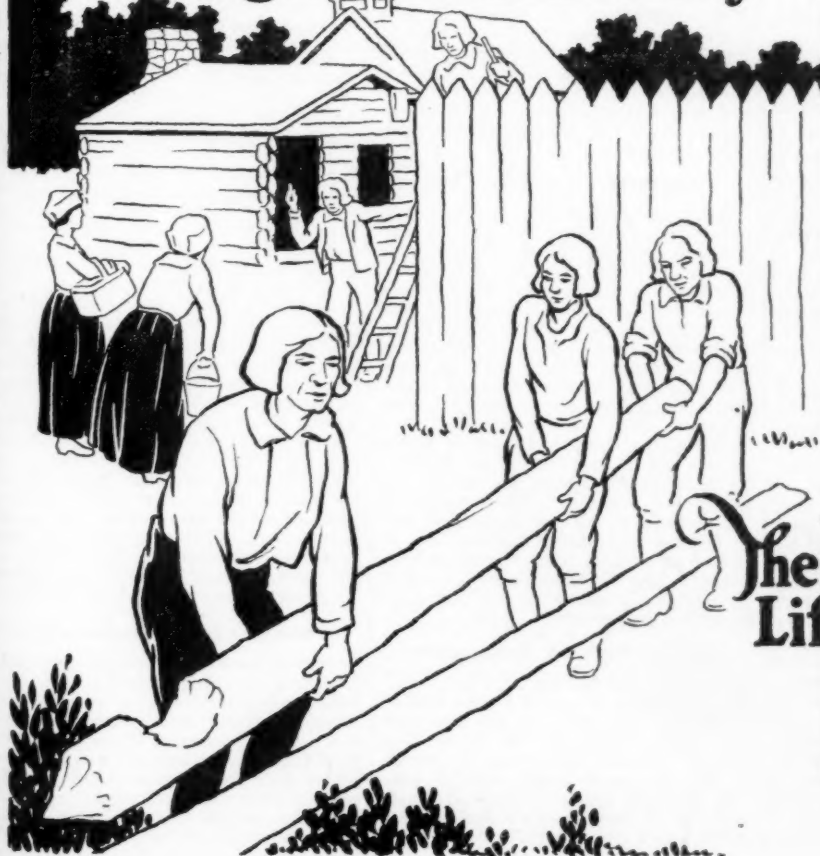
Captain Baker said that there are some people who feel that the commissioner of insurance should be constitutionally opposed to everything desired by the companies, that he stands solely as a representative of the unorganized mass of policyholders. He said that it has been his duty to be for and against companies, for and against agents and for and against policyholders. The department is not operated for any special class. Captain Baker said that the insurance department should not be paternalistic. Insurance is entitled to fair, impartial governmental supervision. The department, he said, should not dip its finger into every little controversy that might arise between competing companies and competing agents. The commissioner should not delve into internal management unless it is in violation of the written statutes or departmental rulings.

There are but a small percentage of companies that require more than nominal supervision. The human element he said is strong in company management. Just how far the big stick should be used with the minority of conscienceless companies is often difficult to tell.

Department May Become Political in Makeup

In referring to the department he said that it may easily be political in its make-up. Once every two years the Kansas commissioner must go to the

All Hands helped build a Pilgrim Community



They did not send their money "outside." They were community builders. Money sent away from home has a hard time finding its way back.

Our plan is to have our representatives bank locally and we make our investments in the territory we serve.

The Farmers & Bankers Life Insurance Company

H. K. Lindsley
PRESIDENT

J. H. Stewart
VICE PRESIDENT

Frank B. Jacobshagen
SECRETARY

WICHITA, KANSAS

people in the primary election. Where politics plays an important part it cannot help but militate against an impartial administration of the department. Captain Baker suggested that in dealing with the department the insurance men consider it not from any political standpoint as a department whose head is a creature of primary campaigns, but as a

department established by the legislature for the purpose of administering the insurance laws. They should give to the commissioner at least until the contrary has been proven, credit for being impartial and impersonal in his attitude. Do not ask him, urged Captain Baker, to interfere in matters that are really of no departmental concern.

CHANGES IN THE FIELD

SPRINGFIELD MAKES CHANGES

W. J. Helm and H. J. Landen Will Take Over Boston General Agency

BOSTON, June 20.—An announcement has been made by the Springfield Fire & Marine and associated companies of the appointment of successors to Clinton W. Elwell, who recently resigned as general agent at Boston to go with the Fireman's Fund's eastern department.

Special Agent W. J. Helm, who was formerly assistant to General Agent Elwell for some three years, will be placed in charge of the field formerly personally supervised by Mr. Elwell in eastern Massachusetts and Rhode Island. Harry J. Landen, who has been in the employ of the company for some 13 years, the last three years as special agent in Alabama, will be associated with Mr. Helm at the Boston office.

Donald M. Allardice, who has been serving as special agent in Vermont and New Hampshire, will be transferred to Alabama about July 1, to take the place of Mr. Landen. R. G. Vedeler, who received his training in the underwriting departments at the head office, has been appointed as special agent in Vermont and New Hampshire.

G. A. Chavanne

G. A. Chavanne of New Orleans has been appointed state agent for the Public Fire of Newark for Louisiana, Mississippi, Arkansas and southern Alabama. Mr. Chavanne is widely known in the territory he will cover and is considered one of the outstanding field men.

He entered the insurance field in the local agency business at Lake Charles, La., and later was appointed Louisiana and Mississippi state agent for the Dixie Fire. For the last 15 years he has been state agent for the Royal in Louisiana and Mississippi.

J. W. Atkinson, E. R. Pope

The North British & Mercantile group has divided the Louisiana field. J. W. Atkinson of New Orleans, who has had charge of the entire state, will now cover southern Louisiana, and E. R. Pope will be special agent for northern Louisiana. Mr. Pope's headquarters are in the City Bank building, Shreveport. For the last three years Mr. Pope has traveled the Louisiana field for Trezevant & Cochran, Dallas, Tex., general agents.

Richard H. Baldwin

The Automobile and Standard of Hartford announce the appointment of Richard H. Baldwin as state agent for the Nebraska-South Dakota field, with headquarters in Omaha at 612 First National Bank building.

Mr. Baldwin formerly traveled in the same field for the National Liberty for four years and prior to that connection represented the St. Paul Fire & Marine in Nebraska for six years. He succeeds State Agent Harold E. Reed, who has been transferred to the Iowa field.

J. Dallas Hobson

J. Dallas Hobson, state agent for the American Eagle in the District of Columbia and Maryland, has left that position to enter the insurance and real estate business in Washington, D. C.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

FOREIGN INSURANCE ACTIVITIES

Since its formation in 1918 the activities of the American Foreign Insurance Association have developed to such an extent, both as to territory and volume of business transacted, that its chief representatives in various sections of the world are frequent visitors at the headquarters of the organization in New York City. At the present time Fred E. Vincent, manager for China, is here from Shanghai, as is E. E. Elser, manager for the Philippine Islands, who stopped off at Kansas City to attend the sessions of the Republican national convention. In that way he broke the long journey from Manila, of which city he is one of the leading American residents. James Nichols of Calcutta, assistant manager for India, is due to reach New York within a few days, and will be followed early next month by William Glass, assistant manager of the association in Japan. Through his conferences with the territorial chiefs Harry Austin, manager of the American Foreign Insurance Association, is able to keep in close touch with world affairs, not only as they affect fire and marine insurance, but with business developments generally.

BRAZILIAN RATING BILL

Information just received here is to the effect that the Brazilian legislature has approved the bill providing for

minimum rates for fire, marine and accident insurance risks throughout the republic, and the measure is now before the president for review. That he will sign it is taken for granted. The purpose of the legislation is not clear, though it is assumed it was taken in the interest of domestic companies who feared the competition of foreign institutions, many of which, mainly British and American, are aggressively represented in Brazil. The bill does not attempt to regulate other than minimum tariffs. All rates in excess of these are determined by local underwriting bodies, as is the practice in the United States.

NEW FORMS ADOPTED

New forms for stock, fixtures and machinery both for branch office and non-branch office risks were adopted by the New York Exchange at its regular monthly meeting. The forms are broader than the old forms, but their use is not mandatory. The other feature of the meeting was a resolution offered by William J. Reynolds of the Central Fire Agency that the handbook revision committee consider the present mandatory rent insurance forms with a view to amending them so that they more nearly cover the assured's interest without leaving the coverage to the interpretation of any given office. In the discussion on the resolution Mr. Reynolds said that under the mandatory

form, on technical interpretation, there is no alternative excepting denial of liability, according to the opinion of some adjusters, in cases in which the lease contract contained no abatement of rent provision in the event of fire. He said it has been the practice for companies to pay such rent loss as that to which they had subrogation rights. He said also that often there is serious loss to the assured because the legal costs of enforcing collections of rent in the event of fire may exceed the amount of the rent to be collected. The matter of the resolution was finally referred to the handbook committee for consideration.

The following new members were admitted at the meeting: Metropolitan Fire, Sears & Osmond, agents; Transportation Insurance, Lewis & Gendar, agents; Central States, Nathan H. Weil, agent; Sylvania, and Central Service Agency.

ROCHESTER AMERICAN LICENSED

The Rochester American, organized by the Great American, has been licensed by the New York department. It is now ready to take over the plant of the Rochester Department, an underwriters' agency. The Rochester American has capital of \$1,000,000 and surplus of \$1,500,000. William H. Koop is president and George E. Krech, secretary. The Rochester Department has been operated by the Great American since May, 1911, when the Rochester German business was reinsured. The Rochester American therefore takes a flying start, has an organization already and will be an important factor in the business.

AMERICAN'S CAPITAL INCREASE

The directors of the American of Newark voted to increase the capital from \$4,000,000 to \$5,000,000 by issuing 200,000 additional shares of a par value of \$5 each and to be sold at \$15, thus adding \$2,000,000 to surplus. The old stockholders can subscribe for one share for each four now held. The authorized capital of the American was increased to \$5,000,000 in 1922, and thus the amount authorized will be paid up under the new issue. The stock of the American is selling from \$32 to \$35.

It is the purpose of the American to invest \$1,000,000 of the proceeds of the new issue of the stock in the Columbia Fire of Dayton, O., which it owns. This will therefore strengthen the Columbia by adding \$500,000 to its capital and \$500,000 to its surplus. The Columbia on Jan. 1 had \$500,000 capital and \$871,968 net surplus. Since it was taken over by the American it has made rapid progress.

"OUTSIDE" SCALES GIVEN

After an investigation of agency commission rates being paid by non-affiliated companies in New Jersey, the following facts are reported: Bankers & Shippers, Merchants of New York, New Jersey, National Reserve, Northern of New York, Pavonia Fire and Pacific Fire are paying 20, 25 and 30 per cent and 10 percent contingent. The Great Lakes and Netherlands are paying 20, 25 and 35 percent and 10 percent contingent. Other companies that have announced their commission scales are: Importers & Exporters, 15, 25 and 30 percent; Buffalo, 15, 20, 25 and 30 percent, with 2½ to 10 percent contingent; Lumbermen's of Philadelphia, 15, 25 and 30 percent with 10 percent contingent; Public Fire, 20, 25 and 30 percent with 15 percent contingent. The Northwestern National of Milwaukee is operating in the state through a branch office.

EFFECT OF NEW COMPANIES

"Unevenness still characterizes conditions generally in many of the leading industries," according to the trade review newly issued by the R. G. Dun agency. Textile production, it asserts, "is still abnormal, and in several lines sales have not equaled the curtailed output. Finishing plants are shutting down due to a lack of business." Were it not

for the steady increase in building operations and the prosperity that still exists in certain lines of endeavor, the fire companies would be sorely put to maintain premium incomes. Few of the offices report gains. The great majority consider themselves lucky if they can hold former incomes intact, in view of the general sloughing off in industry and the added competition from new entrants into the fire field.

Some of the newer companies exceedingly aggressive, have large carrying capacity and, operating for the most part independent of bureau affiliations, are free to and do pay excess commissions to agents controlling desirable classes of risks. That they are nipping in on the business of the old established corporations is undeniably true. Orthodox managers feel confident that most of the present crop of new companies will sooner or later find it desirable to come into association folds. If not, through the inevitable working of the law of loss and expense average, they will be forced to mend their present methods or seek refuge through the medium of reinsurance. Just now, however, competition is severely felt and is becoming constantly more aggressive.

NEW YORK LOSSES DECLINE

New York City fire losses as reported by the loss committee of the New York Board show a slight increase for the first five months of this year over the first five of last. In 1927 claims totaled 2,424 and the incurred loss was \$6,841,871. In the first five months of this year the total number of claims was 2,486 and the incurred losses totaled \$6,956,981. These losses are only those of the kind handled by the loss committee. They are estimated to represent 66½ percent of all fire losses.

Fire losses handled in the New Jersey shore area handled by the loss committee showed an increase from 108 to 112 in number, but a decrease in incurred losses from \$1,338,804 to \$675,980.

EXECUTIVES MEET

The executive committee of the National Board is having its June meeting today (Thursday). It was originally planned to have the June meeting on the 28th, but the date was set ahead because many people would be out of the city from that date past July 4.

INSURANCE SOCIETY MEETING

Oct. 23 has been determined upon as the date and the Hotel Astor in New York City the place for the annual dinner of the Insurance Society of New York. In honor of President W. D. Winter, an executive officer of the Atlantic Mutual, the dinner will be a "marine party, though landlubbers will be admitted just the same, even though it be on sufferance." The present membership is 1,665. An interesting feature of the report of Secretary E. R. Hardy at the recent annual meeting was his reference to the "Howe Fund." In October, 1923, Mrs. George C. Howe, widow of a former vice-president of the Niagara Fire, gave the Insurance Society 70 shares of stock of the company. The market price of the stock at the time was \$147 per share, or a total value of \$10,290. "The results of that gift," Mr. Hardy stated, "are shown by the dividends received \$2,852.50, and by the further fact that, due to changes, one-half of the shares were sold, bringing the sum of \$15,000, which is properly invested, and the book value of the shares remaining, with the adjustment on the new basis, is \$6,360."

WRITE LARGE QUAKE LINE

One of the largest lines of earthquake insurance ever written in the east is the \$30,000,000 cover on the plant of the Gillette Safety Razor Company in Boston. Boit, Dalton & Church, Boston, the brokers handling the line, had some difficulty in obtaining companies to take the business. Most companies accepting parts of the business were forced to consider it as net, because their

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treaties in almost all cases do not provide for cessions of earthquake lines. The London market for earthquake business is closed, because Lloyds already has written to its limit in reinsuring Pacific Coast business. The line covers the Gillette company's plant and is divided into an \$18,000,000 use and occupancy cover and a \$12,000,000 property damage cover with a 90 percent coinsurance clause. The Gillette fire insurance line is written by the Factory Insurance Association.

PUBLIC IN ELEVEN STATES

Eleven states have granted licenses to the Public Fire of Newark, and the company also is admitted in the District of Columbia. The company expects to receive several additional licenses soon, as it has applications in almost all the states of the Union. At present it is entered in New Jersey, New York, Florida, Illinois, Minnesota, Kentucky, Delaware, Maryland, Maine, Vermont and West Virginia.

ROYAL HAS GOOD YEAR

At a meeting of stockholders of the Royal at Liverpool, the sum of £539,943 was transferred from undivided profits to discharge 10s of 1,119,886 outstanding £5 shares. The shares were split into five each, making the company's authorized capital of £6,000,000 consist of 6,000,000 £1 shares.

Chairman W. R. Glazebrook presented a report in which it was recorded that, although the fire premium income for 1927 was £97,000 below that of 1926, the decrease in fire losses was £180,000. The company made a profit of 12½ percent. The Royal Indemnity of New York did not fare so well. The company took a heavy loss in the United States in 1926, principally through guaranteeing automobile finance paper.

MAJESTIC FIRE LICENSED

The Majestic Fire of New York has completed its organization and has been licensed by the New York department. It has capital of \$500,000 and net surplus, \$250,000. F. H. Ross, Jr., is president; J. Hector McNeal, vice-president; Edward Robinson, vice-president; Thomas K. Ober, Jr., treasurer. The Majestic Fire was organized by Mr. Ross and his friends, who subscribed for all the stock. There was no promotion expense. It will operate in the east for the present. It will join the New York Rating Organization and New York Board but be non-affiliated in the rest of the territory. F. H. Ross Agency will handle the metropolitan district.

SHUMM WITH THE SUSSEX

The Sussex Fire of Newark, N. J., has elected Arthur H. F. Shumm as vice-president and general manager. He started with the Phoenix Assurance in 1905 in its United States office. He then went with the Caledonian as assistant reinsurance clerk and later went up the line becoming office manager. He was appointed special agent for New Jersey, Maryland, Delaware and District of Columbia. Later he was made manager of the automobile department at the head office in Hartford. In November last year he was made assistant United States manager of the Caledonian and vice-president of the Caledonian American. He now relinquishes that post. The Sussex is starting with \$200,000 capital and \$200,000 surplus.

NO ACTION ON NEW JERSEY

Though no definite action was taken at the joint conference at the rooms of the Eastern Underwriters Association of the members of the special conference committee of the organization on New Jersey, with representatives of the local agents' association of that state and the Fire, Marine & Liability Brokers Association of New York, regarding the appeal of the brokers for a revision of commissions allowed them

on New Jersey business, all of the parties now have a clearer appreciation of the position of the other upon the subject and a change in the existing scale may follow later.

BROWN IS MADE ASSISTANT

William L. Brown has been appointed assistant manager of the United States department of the Caledonian to succeed Arthur H. F. Shumm, who goes with the Sussex Fire as vice-president and general manager. Mr. Brown has been connected with the Caledonian for 20 years in an under-

writing capacity. He has been general agent in charge of the western department. He has assisted the management in various capacities. He is regarded as a high grade man.

PENNSYLVANIA ORDER ON RECIPROCAL IS SUSPENDED

Following a conference in Harrisburg the Pennsylvania department announced that its order to reciprocals, requiring them to make their contracts assessable without limits, had been suspended. At-

torneys for the reciprocals conferred with the attorney general, who recommended that the order, which was to have gone into effect July 1, be suspended.

Commissioner Taggart indicated that on his return from Europe he would confer with the attorney general and counsel for the companies in an effort to reach an agreement which will be satisfactory to all concerned.

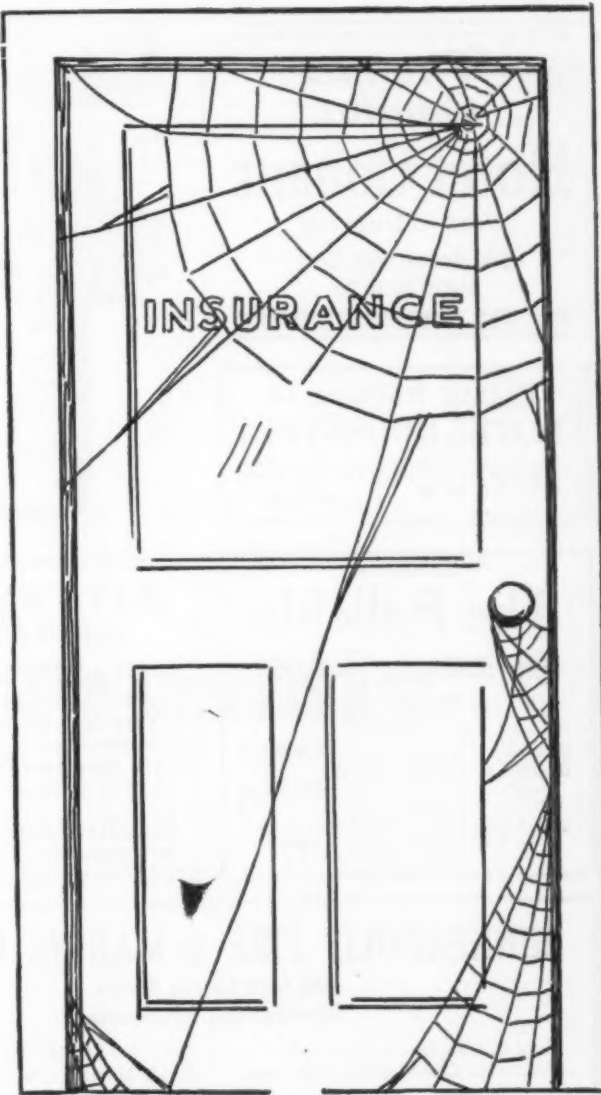
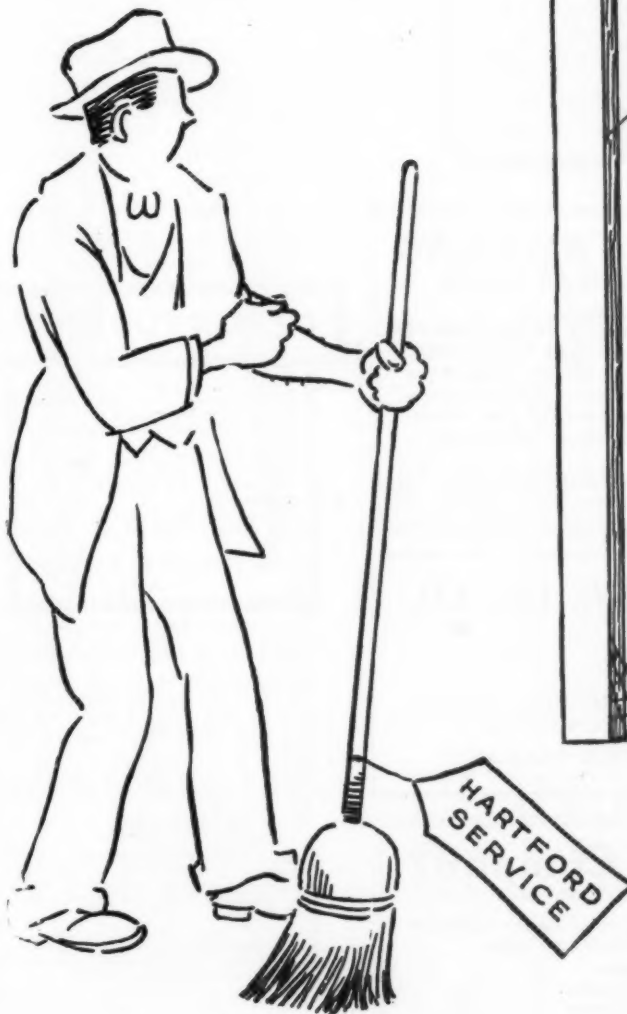
At the present time some reciprocals issue non-assessable policies while others limit their subscribers' liability to one additional premium.

How are you going to be remembered as "the man to see"

about insurance if you let people forget? Hartford's "re-

member me" service is free.

Ask about it.



HARTFORD FIRE INSURANCE CO.
HARTFORD, CONN.



Hotel Directory



**NEW
NICOLLET
HOTEL**
Insurance
Men's
Headquarters
in
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The best hotel in the Northwest,
opened in 1924 contains six hundred
rooms and first class restaurants.

Moderate Rates Prevail
W. B. CLARK, Manager

When in Omaha Hotel Conant

New—Fireproof
250 Rooms with Bath
Rates \$2 to \$3

CEDAR RAPIDS, IA. HOTEL ROOSEVELT

Rates: Room without Bath with private Lav-
atories \$1.50 and up. Rooms with Bath, Shower
or Tub \$2.50 and up.

R. G. KILL, Mgr.

Chartered 1865

The Reliable Fire Insurance Company of Dayton, Ohio

Capital\$250,000.00
Surplus to Policyholders
over\$960,372.00

W. H. Kuhlman, Pres. Wm. F. Kramer, Secy.
A. R. Preisendorfer and H. J. Favorite,
Special Agents

MINNEAPOLIS FIRE & MARINE INS. CO.

430 Oak Grove Street
Minneapolis, Minnesota

Fred C. Van Dusen, President John D. M. McMillan, Vice-Pres.
Walter C. Leach, Sec'y and Treas. F. M. Merigold, Ass't Secy.

FIRE—TORNADO—THRESHER—AUTOMOBILE INSURANCE

National Inspection Company

Incorporated 1903

This corporation reports on the underwriting aspects of heavy manufac-
turing and mercantile properties throughout the following states:

Michigan
Wisconsin
Minnesota
Ohio

Indiana
Illinois
Iowa
Nebraska
Missouri

Kansas
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BREVOORT HOTEL

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East of LaSalle

Insurance Headquarters

Brevoort Hotel upholds
worthily the best traditions of
American hotels famed for hos-
pitality.

The Hotel Baltimore



in
Kansas
City

500 Rooms

RATES
Room without Bath—
\$2.00 and up
Room with Bath—
\$2.50 and up
Double Room with Bath—
\$4.00 and up

Marble Coffee Shop
TABLE D'HOTE
Lunch 25c
Dinner 55c & \$1.25
Also a la carte service

RATE REDUCING APPLIANCES

Non-Explosive Safety Cans and
Automatic Oil Waste Cans
Each can bears the label of the
Underwriters' Laboratories and
the Associated Factories Mutual
Fire Insurance Companies.

Justrite Manufacturing Co.
2067 Southport Ave., Chicago, Ill.

AS SEEN FROM CHICAGO

INSURANCE CLUB MEETING

The Insurance Club of Chicago will hold a monthly meeting on June 25. Dinner will be served and some high-class entertainment given. One of the features of the entertainment will be the Peerless Placers Quartet, consisting of Arthur Wilbuns, M. Pryor, William Loewe and B. Beezehold from Marsh & McLennan. Hugo C. Loewe of Critchell, Miller, Whitney & Barbour is also on the program.

The club will hold the first of a series of four golf tournaments on June 28 at the Oak Hills Golf Club.

LOVE JOINS BEARD AGENCY

W. H. Love, manager of the Indemnity Company of America of St. Louis in Chicago, who resigned that position, has become vice-president of R. H. Beard & Co. in Chicago. He will look after especially the automobile and plate glass business of the agency. The Beard Insurance Agency does a general business. Aside from its fire companies, it is general agent of the Pan-American Life. It also operates the Calumet Casualty, which writes plate glass. The Beard Agency is general agent also for the Commonwealth Casualty and National Casualty of Detroit. Mr. Love was formerly head of the claim department of the Indemnity Company of America in Chicago before becoming manager. He is a high class man.

HOSMER VISITS CHICAGO

Robert C. Hosmer of Syracuse, N. Y., vice-president of the Excelsior of that city, and Mrs. Hosmer have been in Chicago during the week attending the commencement exercises at Lake Forest Academy, Lake Forest, Ill., where their son, Robert C. Jr., graduated. Young Hosmer will enter Dartmouth next fall.

FORM NEW AGENCY FIRM

Teninga Bros. & Co. of Chicago announce the formation of Teninga Bros.

OPPORTUNITIES

This column serves as a market place where insurance wants may be made known to thousands of interested insurance men.

Advertisements which are received before 9:00 A. M. Wednesday are inserted in the current issue.

"Opportunities" advertisements are \$5.00 an inch for one insertion.

The National Underwriter
Chicago

WANTED—CHICAGO MAPS

Will buy Vols. 9 to 29, inclusive, Vols. A to K (except H), inclusive, Evanston and Oak Park. Address F-89, care The National Underwriter.

WANTED

Special Agent, well acquainted with Minnesota territory, by a company writing full coverage automobile insurance. Address F-88, care The National Underwriter.

WANTED

Michigan Stock Company about to start development work in Ohio has an attractive opening for field man acquainted with Ohio Agents. Give full particulars about yourself. Address F-88, care The National Underwriter.

Insurance Agency at 10829 Michigan avenue in that city. Formerly A. J. Teninga was manager of the insurance department of the above firm. He now becomes president and general manager of the insurance agency. The Teninga agency is one of the most active Class 2 agencies in Chicago. Mr. Teninga has been very active in association work and is at present vice-president of the Illinois association.

GALLAGHER SCORES AGAIN

Thomas E. Gallagher of Chicago, former western general agent of the Aetna and president of the Cook County Association of Conglomerated & Concatenated Grandfathers, is again forced to the front ranks of the procession because he has a second great-grandchild. A new young man arrived June 14, the mother being Mrs. Margaret Mary Earls Santen of Cincinnati, daughter of Mr. and Mrs. William A. Earls of that city. Mrs. Earls is Mr. Gallagher's oldest daughter. Therefore, approaching the age of 80 on July 31, Mr. Gallagher will have rounded out a splendid career in having both a great-grandson and a great-granddaughter.

PICARD'S NEW ENTERPRISE

Napoleon Picard, who was one of the promoters of the Insurance Exchange building in Chicago and served as secretary of the Marquette National Fire of that city for a number of years, is one of the main factors in the contemplated erection of the 75-story apparel mart in Chicago, to cost \$45,000,000. Improvements of air rights to the extent of \$200,000,000 are expected to rise over the Illinois Central tracks south of the Chicago river. The railroad officials have the air rights platted for intensive development. A ruling from the circuit court in Chicago is awaited on June 27 to determine whether the sale of air rights would be affected by an existing mortgage covering the road's property and executed in 1874.

CAMLIN APPOINTS ZIMMER

President John H. Camlin of the Illinois Chamber of Commerce has appointed Harry M. Zimmer of Chicago, state agent of the Home of New York group, as a member of the new insurance committee that has just been inaugurated. Mr. Zimmer is well acquainted throughout the state and will make a valuable member of the committee.

DEATH OF MAURICE WOOLMAN

Maurice Woolman, head of the Maurice Woolman adjusting firm of Chicago, died at his home there after a lingering illness. He was in a hospital five months before his death. Burial was at Rosehill cemetery. Mr. Woolman was in the insurance field in Chicago as a building contractor and adjuster for 45 years. For many years he was a reserve officer of artillery and retired with the rank of major. The business of the adjusting firm will be continued by his son, Chester M. Woolman.

ILLINOIS BLUE GOOSE MEETING

The annual meeting of the Illinois Blue Goose will be held at Delavan Lake, Wis., June 26. This is the time of the meeting of both the Illinois State Board and Illinois Field Club. Undoubtedly there will be a large attendance. This is the first time that the annual meeting will have been held outside of Chicago.

JOINT COMMITTEE TO MEET

The joint committee of the Western Union, Western Insurance Bureau and Chicago Board that is considering the commission situation in Chicago and

Cook county is scheduled to meet Thursday of this week to take up the subject that was left over from the French Lick Springs meeting. The committee have now had a chance to digest the material that was laid before them and other that has been accumulated.

INSURANCE STOCK QUOTATIONS

H. W. Cornelius, manager of the insurance stock department of Lewis, Dewes & Co., Chicago, gives the following insurance stock quotations as of June 18:

Stock	Par	Bid	Asked	Div. per share
Aetna Cas. & S.	100	1125	1175	\$12.00
Aetna Fire	100	780	800	24.00
Aetna Life	100	860	880	12.00
Agricultural	25	135	145	4.00
Alleghenia	50	350	360	10.00
Alliance, Pa.	10	84	87	2.00
Amer. Alliance	100	550	600	16.00
Amer. Auto.	10	65	...	2.00
Amer. Drug.	25	80	83	3.00
Amer. Equit.	5	32	36	1.50
Amer. Ins.	5	33	35	1.00
Amer. Reserve	10	95	100	3.00
American Salam.	50	71	72 1/2	2.50
American Surety	50	325	335	12.00
Automobile	100	380	400	...
Baltimore Am.	10	83	88	1.80
Bank Indem.	5	24 1/2	25 1/2	...
Bank & Ship	100	550	...	18.00
Boston	100	...	1350	18.00
Brooklyn Fire	25	123	128	...
Buffalo	100	450	...	13.00
Camden	5	32	34	.95
Carolina	10	...	...	1.40
Cent. West Cas.	50	75	82	2.00
Chl. F. & M.	100	690	700	16.00
City of N. Y.	10	18	21	...
Colonial States	10	26	29	...
Columbian Natl.	25	20	25	...
Commer. Cas.	10	55	60	1.60
Commonwealth	100	700	...	20.00
Constitution Ind.	10	30	37	...
Continental Cas.	10	72	74	1.60
Continental	10	77	78	2.00
Det. Fid. & Sur.	50	72	79	4.00
Detroit F. & M.	100	265	...	10.00
Detroit Natl.	25	18	22	1.00
Dubuque F. & M.	100	...	...	20.00
Eagle, N. J.	20	95	100	4.00
Excelsior	5	...	...	...
Federal, N. J.	100	1400	1430	20.00
Federal Surety	25	...	...	...
Fidelity & Cas.	25	205	215	5.00
Fidelity & Dep.	50	295	305	8.00
Fidelity-Phenix	10	79	80	...
Fire Assn.	10	75	80	2.50
Firemen's Fund	25	120	124	5.00
Firemen's	10	52	55	2.20
Franklin Fire	25	400	415	8.00
Gen. Cas. & S.	50	...	...	...
General Surety	25	123	130	...
Georgia Cas.	10	23	25	1.20
Glens Falls	10	54	60	1.60
Globe & Rutgers	100	2900	3000	44.00
Gt. Amer. Cas.	25	15	20	...
Great Amer. Ind.	10	80	84	...
Great Amer.	10	50	52	1.60
Great Lakes	10	12	15	1.00
Guardian Fire	25	130	135	5.00
Halifax Fire	10	49	51	.60
Hanover Fire	10	92	96	1.00
Harmonia Fire	10	67	72	1.40
Hartford Fire	100	830	850	20.00
Hartf. St. Boiler	100	790	810	18.00
Henry Clay	10	11 1/2	...	.60
Home, N. Y.	100	575	585	20.00
Homestead Fire	10	47	50	.60
Rudson Cas.	10	10 1/2	12 1/2	.10
Import. & Exp.	25	100	104	4.00
Independ. Ind.	10	30	33	.50
Independ. Fire	10	25	28	.60
Ins. Co. of N. A.	10	86	87	2.00
Iowa Natl.	100	150	...	8.00
Iroquois Fire	50	...	40	...
Lincoln, N. Y.	20	105	110	4.50
Lloyds Plate Gl.	100	305	313	14.00
Maryland Cas.	25	165	175	1.35
Mass. Bonding	100	550	600	12.00
Merch., Com.	25	350	...	8.00
Merch., Pfd.	100	126	...	7.00
Mechanics	25	100	...	2.50
Merch. & Mfrs.	5	17	22	...
Metropol. Cas.	25	90	95	4.00
Metrop. Fire	10	9	11	1.00
Mieh. F. & M.	50	320	340	5.00
Milwaukee Mech.	10	53 1/2	56 1/2	1.80
Mohawk Fire	25	56	61	...
National Cas.	10	48	52	1.20
National, Ct.	100	1125	1175	25.00
National Liberty	5	102	108	2.00
National Union	100	360	380	12.00
National Surety	100	293	294	10.00
N. Amst. Cas.	10	75	80	2.80
New Brunswick	10	62	67	...
New Cent. Cas.	50	...	...	5.00
New Eng. Fire	20	58	61	3.00
New Hampshire	100	600	615	16.00
New Jersey	20	72	77	1.80
New York Cas.	25	93	103	4.00
Niagara Fire	25	122	132	10.00
Northern, N. Y.	25	140	150	3.75
North River	25	365	380	7.75
N. W. National	25	185	195	...
Occidental	10	30	32 1/2	...
Pacific Fire	25	180	195	4.00
Pacific Indem.	50	195	200	...
Peoples Natl.	10	54	57	1.25
Phila. Natl. Fire	10	22	26	...
Phoenix, Ct.	100	780	800	20.00
Pioneer Fire	20	20	...	...
Preferred Accl.	100	550	550	12.00
Pres. F. & M.	25	28 1/2	...	...
Prov.-Wash.	100	810	830	16.00
Public Fire, N. J.	5	27	29	...

Stock	Par	Bid	Asked	Div. per share
Reliance Cas.	100	...	...	...
Reliance, Pa.	10	28	30	1.20
Rhode Island	100	340	370	12.00
Rossia	25	155	157	6.00
Seaboard Surety	10	20	22	...
Security, N. H.	25	147	155	3.00
Southern Surety	10	35	37	1.60
Sprgld. F. & M.	25	220	230	4.00
St. Paul F. & M.	25	200	210	4.00
Stuyvesant	100	300	310	6.00
Sylvania Fire	10	27	30	...
Transportation	25	45	50	...
Travelers	100	1850	1950	22.00
United States	10	115	125	...
U. S. Casualty	100	420	440	10.00
U. S. Fid. & G.	50	400	425	10.00
U. S. Mer. & Sh.	100	490	510	8.00
Universal	25	83	86	3.50
Victory	10	27	30	1.20
Virginia F. & M.	25	130	145	4.50
Vulcan	100	150	...	12.00
Westchester	10	88	94	2.50

CHICAGO BOARD OUTING

The Chicago Board employees and Class 1 members held a joint outing Tuesday of this week at the Oak Hills Country Club. The board rooms were closed during the day.

Moore, Case, Lyman & Hubbard of Chicago held an outing for their employees last week. Games and dancing were the features of the day. Over 100 people attended.

CONVENTION DATES

June 20-21—Tennessee Field Men, Signal Mountain.
June 20-22—New England Agents, South Poland, Me.
June 21-22—West Virginia Agents, Charleston.
June 22-23—Georgia Agents, Tybee Island.
June 26-27—Illinois Field Club, Delavan, Wis.
June 26-27—Michigan Field Men, Port Huron.
June 26-27—Illinois State Board, Lake Delavan, Wis.
June 27—Ohio Field Men, Cedar Point.
June 27-28—Minnesota and Dakota Field Men, Alexandria, Minn.
June 28-29—Kentucky Association of Insurance Agents, Louisville.
July 19-20—Iowa Field Men, Lake Okoboji.
July 19-20—West Virginia Fire Underwriters Association, Atlantic City.
Aug. 23-24—Pennsylvania Agents, Hazelton.
Aug. 28-31—Blue Goose Grand Nest, Montreal.
Sept. 5-7—Health & Accident Underwriters Conference, Chicago.
Sept. 10-12—International Claim Association, Old Point Comfort, Va.
Sept. 10-11—Iowa Agents, Cedar Falls.
Sept. 12-13—Michigan Agents, Muskegon.

gon.
Sept. 18—Western Union, Quebec.
Sept. 18—Indiana Insurance Agents, West Baden.
Sept. 19-21—National Association of Insurance Agents, West Baden, Ind.
Sept. 24-26—Insurance Commissioners, Rapid City, S. D.
Oct. 1-4—National Association of Mutual Insurance Companies, Milwaukee.
Oct. 1-3—Insurance Advertising Conference, Washington, D. C.
Oct. 1-5—National Safety Council, New York.
Oct. 2-4—Casualty Associations, White Sulphur Springs.
Oct. 3-4—Western Insurance Bureau, Old Point Comfort, Va.
Oct. 17-19—Industrial Insurers Conference, Asheville, N. C.
Oct. 24—Wisconsin Insurance Day, Milwaukee.
Nov. 20—Illinois Insurance Day, Chicago.

Virginia Rates Approved

RICHMOND, VA., June 20.—Approval of schedules of rates filed by the Virginia Compensation Inspection Rating Bureau, when the new law giving the state corporation commission control over such rates, went into effect this week, was given by the commission. These are to remain in effect for a period of 120 days. Meanwhile the commission will conduct an investigation to determine whether they shall remain in effect or be revised.



Friendly

EUREKA-SECURITY

FIRE & MARINE INSURANCE CO. of Cincinnati, Ohio

Known also as THE CINCINNATI UNDERWRITERS

GOOD
AGENTS
WANTED

THE NATIONAL UNDERWRITER

Formerly THE WESTERN UNDERWRITER

Published every Thursday by THE NATIONAL UNDERWRITER COMPANY, Chicago, Cincinnati and New York. EDWARD J. WOHLGEMUTH, President; JOHN F. WOHLGEMUTH, Secretary; HOWARD J. BURRIDGE, Vice-President and General Manager; H. E. WRIGHT and NORA VINCENT PAUL, Vice-Presidents; WILLIAM A. SCANLON, Southwestern Mgr. GEORGE C. ROEDING and O. E. SCHWARTZ, Asso. Mgrs.

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Time for Agents to Act

COMPENSATION insurance writing agents in all sections of the country who fail at this time to interview large insurers in their respective communities, and make clear to them the basis of the opposition of the mutual carriers to the rate-reducing program of the stock offices, are losing a golden opportunity to advance their own interests as well as that of prospective clients and of their companies. The NATIONAL ASSOCIATION OF INSURANCE AGENTS is upon record as pledging support to the effort of the stock offices, and members of the organization are urged to do all within their power to advance the movement.

A number of agents, with the best of intention but with a mistaken notion of policy, have written the commissioners of their home states supporting the plea of the stock carriers for a downward revision of rates on large risks. Recorded loss experience upon the class over a series of years discloses that such a course would be both fair and safe. The support of the local men, however, would be vastly

more effective if they were to see the large insureds, the persons who pay the premiums, and hence are particularly concerned in effecting the intended savings. Once the full purpose of the stock companies is made plain and the basis for the bitter opposition of the mutuals set forth, the insureds could be counted upon to stand behind the former type of carriers and their support would be most effective in influencing decisions by ruling commissioners.

Heretofore agents of stock companies usually have been compelled to justify rate advances on workmen's compensation risks and the task has been none too agreeable a one. The condition is now reversed and local agents should take full advantage of it. Competition by mutuals has long been a thorn in the flesh of the stock company agents. Here then is a chance to meet it effectively. The companies have done their part and the success of the movement now rests largely with the agents and the degree to which they can arouse the insureds.

Travelers' Record Is Significant

MAJ. H. A. GIDDINGS, vice-president of the TRAVELERS in charge of its casualty agency department, in his talk at the banquet of its Chicago agents, said that so far as the home and branch offices knew the company did not have a single policy written at less than the regular manual rate, nor did it have an agency contract out at less than the regular commission schedule paid. In other words the TRAVELERS is strictly orthodox and in line as to rates and commissions.

The TRAVELERS is a large company and can do things that probably would be much more difficult for smaller companies. At the same time this statement of MAJOR GIDDINGS is a challenge to companies of size that feel it necessary to have exceptions made here and there and that think it necessary to cut corners in order to get business. The TRAVELERS shows that it is not necessary to deviate from the straight and narrow path in order to get volume and quality. Its figures each year are impressive.

We hear much these days about companies contending that in order to hold their agents and get business it is necessary to meet competition. MAJOR GIDDINGS' statement of the record of the TRAVELERS would seem to tell a different story. If a company can get its organization to that point where the men refuse to demand a cut rate or concessions and sell their goods strictly on their merit at the regular price, it is encouraging. Business gotten at cut rates or high commissions is not nearly as desirable as business gotten at regular terms. Business sold below the regular price or disposed by a rebate is never permanent.

KNOWLEDGE coupled with determination dominates selling. Your ability to apply ideas effectively is the key to success.

CHANGE one letter "e" (which stands for "easy") and you have the difference between rest and rust.

PERSONAL SIDE OF THE BUSINESS

Louis Thoelecke, secretary of the National Security Fire of Omaha, was married last week. His bride was formerly Miss Zita Mullaly.

John W. Friend is celebrating the completion of 25 years of active continuous service as special agent for the Phoenix of Hartford. He covers Virginia and Maryland for this company, with headquarters at Petersburg, Va., his old home town. Mr. Friend gained his first insurance experience with the Petersburg Savings & Insurance. Later he joined the forces of the Orient, of which his uncle, the late Archibald G. McIlwaine, was long president, traveling for this company for a time before entering the service of the Phoenix. Mr. Friend is a brother of Robert McIlwaine Friend, manager for the Southern Adjustment at Richmond.

Cliff C. Jones of R. B. Jones & Sons, Kansas City, Mo., accompanied by Mrs. Jones and Clifford, Jr., left June 17 for California. They motored from Kansas City and will spend two months on the coast. Mr. Jones is combining business with a pleasure trip.

R. W. Snyder of Snyder Brothers general agency, Louisville, has been on crutches for a month as a result of breaking some bones in his foot, when a log he was lifting at the Sleepy Hollow Country Club slipped and fell. He is reported to be nearly well again. Frank G. Snyder of the same firm, who had a preliminary operation a few weeks ago to his eyes in connection with cataract trouble, will undergo a second operation for the trouble in July.

John R. Dumont, Nebraska insurance commissioner, is well on his way towards recovery from the effects of his recent operation for appendicitis, his physicians announce. For the first few days Mr. Dumont's condition created some anxiety because his ill health of previous months had not given him the reserve strength needed for favorable reaction. Steady improvement, however, is predicted by the attending doctors.

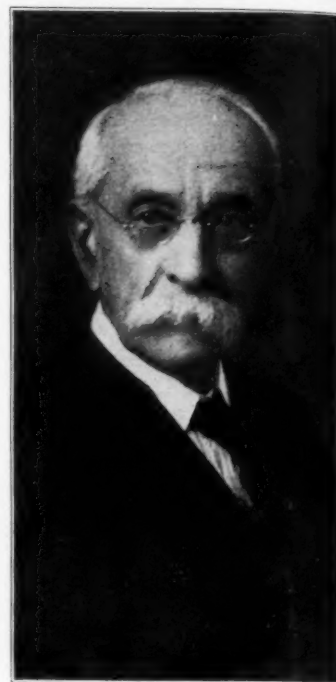
Miss Hattie M. Schroeder has been selling fire and automobile insurance in Clintonville, Wis., for the last 25 years. She began when she was in the eighth grade and now she is Clintonville's most successful young business woman.

A good average year for Miss Schroeder is \$500,000 of insurance, which puts her well up in her profession. A few weeks ago she received a gold service medal in the form of a lavalier from the Fidelity-Phoenix in recognition of her 25 years of service. Miss Schroeder also represents 13 other fire companies.

The Schroeder agency, started 51 years ago by her father, is the oldest in Clintonville. Beginning as a young girl, Miss Schroeder helped her father in the work until his death 11 years ago, when she took over the business.

Frank A. Russell, director of the Central States Fire of Wichita and vice-president of the First National Bank of Wichita, died last Saturday following an illness of two years. Funeral services were held Monday in Wichita.

Ralph N. Trimmingham, who retired a few years ago as secretary of the Chicago Board, died last week at his home in Oak Park, Ill. The funeral was held Monday at the First Presbyterian Church in that city. Mr. Trimmingham was born at St. Johns, N. F., Sept. 2, 1838. He started his business career as a clerk in a lawyer's office at St. Vincent, British West Indies. He went to Chicago, locating in the office of Magill & Latham, vessel owners and commission merchants. Then he be-



RALPH N. TRIMMINGHAM
Old Time Secretary Chicago Board Who Is Dead

came bookkeeper for an uncle who was a commission merchant in the Board of Trade. He started in the insurance business in 1866 in the western office of the Home of New York at Chicago when Gen. A. C. Ducat was manager. He stayed with the Home for 10 years and for a short time thereafter engaged in mercantile pursuits. In 1882 he was elected secretary of the Chicago Underwriters Exchange, as it was known then. Later its name was changed to the Chicago Board. Mr. Trimmingham had been disabled for some time and recently fell and broke his hip, which hastened his demise.

Frederick L. Goetz, vice-president of the Buffalo, died in his home in East Aurora, N. Y., after an illness of more than a year's duration. He was 55 years old. Mr. Goetz had extensive real estate holdings in western New York in addition to his insurance interests.

The Herbert D. Paine agency of Decorah, Ia., is one of the oldest agencies in the country. Mr. Paine received a letter from R. L. Tanner, assistant general agent of the New York Underwriters, who said:

"Through you and your father we have been continuously represented in Decorah for a long period, our records indicating that Messrs. Rollin & Paine were appointed June 20, 1868, your father, Henry Paine, succeeding to the business on Aug. 26, 1870. Since Feb. 7, 1887, the agency has stood in your name. This is, to say the least, a most unusual record, so outstanding in fact as to be remarkable. We have but one other connection in the entire country where our affairs have been in the hands of one family for a longer period, that being our agency at Defiance, O., founded by J. F. Deatrick, which we entered in August, 1867."

Mr. Paine is representing three companies that are celebrating their 75th anniversary, the Continental, Fidelity-Phoenix and Home of New York. It is thought that all three of these companies entered the original agency in 1867 or 1868. Mr. Paine has continued the agency for these companies since January, 1887.



Unexcelled Surety Service

We believe that nowhere else in the world is there assembled under one roof such an array of surety talent as the New York Indemnity Company has at its disposal.

It is precisely the same talent that has developed numerous new forms of Suretyship.

It is precisely the same talent that has pointed the way to millions in commissions to agents.

We offer this unexcelled service to Fidelity and Surety agents.

We shall be glad to hear from good agents at any point where we are not now represented.

New York Indemnity Co.

115 BROADWAY, NEW YORK CITY

WILLIAM B. JOYCE, *Chairman*

SPENCER WELTON, *President*

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

PROGRAM OF THE MEETING

West Virginia Association of Insurance Agents Is Holding Its Convention This Week

The officers of the West Virginia Association of Insurance Agents have announced the completed program for the annual meeting to be held at Charleston, W. Va., Thursday and Friday of this week. The list of events is as follows:

Thursday, June 21, 9:30 A. M.

Convention called to order, Assembly Room.

Address of Welcome, W. W. Wertz, Mayor of Charleston.

Greetings from Charleston Local Board, C. R. Morgan, President of Charleston Board.

Response, W. E. Hunter, Morgantown. Roll Call of Local Boards.

Reading of Minutes of Last Annual Meeting.

President's Annual Report, A. J. Kincaid, President, Montgomery.

Report of Secretary-Treasurer, C. I. Thornburg, Huntington.

Reports of Committees—Executive, R. A. Foote, chairman, Wheeling; Grievance, Ray Evans, chairman, Bluefield; Legislative, Joel Shrewsbury, chairman, Parkersburg; Conference, C. A. Staats, chairman, Huntington; Membership, H. A. Ellis, chairman, Huntington; Fire Prevention, E. F. Holbert, chairman, Fairmont.

Appointment of Committees.

Introduction of Sam T. Mallison, Insurance Commissioner of West Virginia.

National Association Automobile Certificate and Accounting System, R. P. DeVan, Chairman Executive Committee, National Association of Insurance Agents.

Review of and General Discussion of the Proposed Agency Agreement, led by C. W. Thornburg, Huntington.

Local Board Organization and Functions Thereof, A. L. Keller, Huntington.

6 p. m., assemble for automobile ride to Kanawha Country Club for banquet.

Banquet Kanawha Country Club, 7 p. m.

Toastmaster, F. R. Bell, Past President National Association of Insurance Agents.

Address, Capt. W. E. White, deputy insurance commissioner.

Address, Increased Rates and More Regulations, E. V. King, manager West Virginia Inspection Bureau.

Address, C. M. Cartwright, Chicago, managing editor, The National Underwriter.

Friday, June 22, 9:30 A. M.

Relation of Company and Agent, C. R. Morgan, president Charleston Board.

Topics for general discussion: Collection of Premiums, Sole Agency, Mutual Competition, New Lines—Side Lines.

Unfinished business.

New business.

Report of Resolutions Committee.

Report of Nominating Committee.

Election of officers.

Tells About Dayton Conditions

Engineer Bond of the National Fire Protection Association visited Dayton, O., recently for a conference with the fire chief, the local representative of the Ohio Inspection Bureau and chairman of the fire prevention committee of the Chamber of Commerce, H. C. Anderton. The new fire alarm central station is now being built. Structural conditions are above the average. The recently adopted building code is reasonably good, according to Engineer Bond. The fire department he finds is short handed needing additional firemen as well as inspectors. The fire prevention committee of the Chamber of Commerce is

working to improve this situation and for the rebuilding of a drill tower.

Discuss Fire Prevention Work

CHARLESTON, W. VA., June 20.—The question of fire prevention activities is to be given especial attention at the semi-annual meeting of the West Virginia Fire Underwriters Association at Atlantic City July 19-20. The matter has not heretofore been given as much attention by West Virginia field men as it has in most of the states in the central west, where it is handled by separate fire prevention associations. It has been taken up recently, however, by the West Virginia association and the committee in charge, headed by E. P. Douglas, has given practical demonstration of the value of inspection work in a number of towns. A full report of the work thus far accomplished will be given at the Atlantic City meeting, in the hope that more members will become actively interested in future inspections in towns where there seems to be need of such efforts.

Fire Prevention Meeting Planned

The executive committee of the Ohio Fire Prevention Association held a meeting Monday afternoon to complete its work preliminary to the annual meeting and election to be held at Cedar Point on June 27-28. Many details of the association's work were cleared up. The two field clubs will meet at Cedar Point at the same time. Arrangements are being made by a committee composed of H. L. Rubrecht, Dewey F. Durnford and Martin Vold, Jr., all of Columbus. The plans embrace a bridge party with desirable prizes, golf and dancing. The Blue Goose also is aiding in the plans to make the outing one long to be remembered.

Organize Hail Association

The Ohio Horticultural Society is organizing a hail insurance association. It is understood that it plans to insure only its own members.

Safety Council Meeting

The Ohio State Safety Council will hold its annual meeting and election in Columbus on June 26. C. C. Janes of Columbus is president. The fire insurance organizations are represented by B. T. Duffey and E. A. Reid.

Ohio Notes

Robert J. Gray, an insurance man, and Miss Grace D. Hutchinson were married in Columbus this week.

Fire at Youngstown, O., caused a loss of \$50,000 in the plant of the Mazda Lamp Company and three wholesale firms in the business district.

In a recent issue it was stated that Harry T. Minister had severed his connection with the McElroy Company at Columbus, O. This was wrong information, as he is still with the McElroy Agency.

Virginia Notes

The Great Lakes has been licensed in Virginia to write fire and kindred lines. It will be represented at Richmond by J. D. Carneal & Sons.

Members of the Insurance Exchange of Richmond will be guests of the Virginia Fire & Marine at a buffet luncheon during their annual meeting and outing to be held July 13 at the Chickahominy Club.

A. L. Adamson and the Brandis Realty Company, both of South Richmond, have just been admitted to membership in the Insurance Exchange of Richmond. Another new member is Raynee Norris & Co. of Richmond.

Eugene Ransom, assistant southern manager for the Commercial Union group, returned to his headquarters in Atlanta this week, following a visit to Richmond where he was the guest of Joe Jacobs, Virginia state agent for the group.

CENTRAL WESTERN STATES

DISCUSSES FIRE PREVENTION

Short Course Given at University of Illinois Under Direction of Prof. Palmer

URBANA, ILL., June 20.—A number of interesting and instructive talks on various phases of the duties and activities of firemen were on the program of the fourth short course in fire prevention control and extinguishment conducted this week at the University of Illinois under the direction of Prof. C. E. Palmer. Following an address of welcome Tuesday forenoon by Milo S. Ketchum, dean of the College of Engineering, University of Illinois, President Thomas J. Ruddy, of the Illinois Firemen's association spoke on "The Short Course." State Fire Marshal S. L. Legreid dealt with the subject "From the State Fire Marshal's Point of View."

Tuesday afternoon was given up to a general lecture on "What the Fireman Should Know About First Aid, Rescue Work, Artificial Resuscitation," by Harry K. Rogers, engineer of the fire prevention department of the Western Actuarial Bureau, followed by practical demonstrations by Mr. Rogers of the different subjects covered in his lecture.

Discusses Training Firemen

Edward F. Clark of Rockford led the discussion at the opening session Wednesday on the question "Should Small Cities Do Salvage Work?" This was followed by a talk on "Facts and Figures on Fire Fighting" by Capt. J. J. Conway, chief of the Cincinnati Salvage Corps, and an address by Chief Edward F. McGurn of the Chicago fire department on "The Training of Firemen." At the afternoon session Chief McGurn told of the methods used in the Chicago training school, accompanied by practical demonstrations in the training of firemen.

At the opening session Thursday, D. J. Price, engineer of the United States Bureau of Chemistry and Soils, told of "Spontaneous Combustion of Various Products." Ira G. Hoagland, secretary of the National Automatic Sprinkler Association, explained automatic sprinkler equipments, followed by demonstrations of automatic sprinkler operation, by Mr. Hoagland and his assistants. In the afternoon, Harry K. Rogers told "The Fireman's Responsibilities with Regard to Modern Methods of Training and Use of Equipment." The session closed with demonstrations in training and use of equipment by Chief Edward F. McGurn, assisted by a squad from the Chicago fire department.

"The Theory and Importance of Ventilating Burning Buildings" was dealt with by Harry K. Rogers at the opening session Friday. Fred Shepperd, managing editor of "Fire Engineering," spoke on "Fire Department Hydraulics." The course closed in the afternoon with demonstrations and instruction on "Hose Layouts, Quick Pressure Calculations, Relations of Mains and Hydrants to Fire Streams," by Mr. Shepperd and assistants.

Walter L. Closson Dies

Walter L. Closson, head of the Closson Agency at Logansport, Ind., which was established by his father in 1878, died last Saturday night after two years of ill health. A step-son of Mr. Closson, Francis Sebastian, is interested in the agency and is Indiana special agent of the Columbian National.

USE SCHEDULE FOR MONTH

Lansing Agents Agree to Adhere to Conference Rates on Collision Business for That Period

LANSING, MICH., June 20.—Conference collision rates will be adhered to without exception by members of the Lansing Fire & Casualty Underwriters' Association for a month, at least, it was agreed by the agents attending a special meeting of the local board, called late last week to discuss what appeared to be an impending rate war in the automobile field.

While it proved impossible to arrive at a definite and final decision in regard to the situation which would satisfy all of the members present, the most radical of the dissenters from regular practice admitted it would be best to give the conference schedule a thorough trial on all new business solicited during the ensuing month. What will follow the month's trial appears to be problematical but those agents who have been adhering to the companies' rates are inclined to believe that the crisis has been averted and that the rate cutters will see the error of their way.

The meeting here was attended by all but two of the active association members and by four company men. It was marked by some very frank discussion of the local situation in which agencies and their practices were classified quite openly. Some who had been accused of occasional rate concessions in order to obtain fleet business are understood to have denied a wish to cut into the business of other agents. One of the agents who has been the target of most criticism on account of the fact that he has been writing all business on the old collision rate basis, which was much below the current schedule, tacitly admitted the charges but evinced a desire to cooperate in the proposed month's trial of conference rates. It is understood that this agency has been placing all of its cut-rate business with a non-conference carrier, although it represents a conference company which writes a large automobile volume and which sent one of its automobile department officials to the agents' meeting.

It is generally admitted that there is much dissatisfaction with the conference collision schedule, as the agents run into hot competition with mutuals and reciprocals, which are extraordinarily strong in Michigan.

Ramey Takes Life Company

The George L. Ramey Company of Indianapolis has been appointed general agent of the Springfield Life of Springfield Ill. The Ramey General Agency is well known throughout the state representing excellent fire companies. It will put on a life insurance man and will stimulate interest in that end of the business through its local agents.

Praise Arson Prosecutions

SAGINAW, MICH., June 20.—Commendation of the fire department and prosecutor's office was given officially last week by the Saginaw Insurance Club for recent arson convictions here which are expected to have a healthy effect on the situation in this vicinity in the way of discouraging further incendiary attempts. The resolution, after expressing appreciation of the club for the fire chief, fire marshal and prosecuting attorney, voices the wish that "the results of these trials will prevent future arson

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

NEAL BASSETT, President
A. H. HASSINGER, Vice President

JOHN KAY, Vice President and Treasurer
WELLS T. BASSETT, Vice President

JANUARY 1ST, 1928, STATEMENTS

ORGANIZED 1855
FIREMEN'S INSURANCE COMPANY
OF NEWARK, NEW JERSEY

ASSETS	LIABILITIES	CAPITAL	NET SURPLUS	SURPLUS POLICYHOLDERS
\$40,000,136.83	\$19,459,279.01	\$7,500,000.00	\$13,040,857.82	\$20,540,857.82

ORGANIZED 1853
THE GIRARD F. & M. INSURANCE COMPANY
OF PHILADELPHIA, PA.

\$6,000,966.28	\$2,930,594.84	\$1,000,000.00	\$2,070,371.44	\$3,070,371.44
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ORGANIZED 1854
MECHANICS INSURANCE CO.
OF PHILADELPHIA, PA.

\$4,828,245.29	\$2,820,808.68	\$600,000.00	\$1,407,436.61	\$2,007,436.61
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ORGANIZED 1866
NATIONAL-BEN FRANKLIN FIRE INS. CO.
OF PITTSBURGH, PA.

\$4,907,721.63	\$2,557,216.60	\$1,000,000.00	\$1,350,505.03	\$2,350,505.03
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ORGANIZED 1871
SUPERIOR FIRE INSURANCE CO.
OF PITTSBURGH, PA.

\$4,835,369.35	\$2,520,317.56	\$1,000,000.00	\$1,315,051.79	\$2,315,051.79
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ORGANIZED 1870
CONCORDIA FIRE INSURANCE CO.
OF MILWAUKEE, WIS.

\$5,250,424.26	\$2,567,447.92	\$1,000,000.00	\$1,682,976.34	\$2,682,976.34
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ORGANIZED 1886
CAPITAL FIRE INSURANCE CO.
OF CONCORD, N. H.

\$760,298.04	\$375.00	\$300,000.00	\$459,923.04	\$759,923.04
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TOTAL OF ASSETS
\$66,583,161.68

TOTAL OF LIABILITIES
\$32,856,039.61

TOTAL NET PREMIUMS
\$25,684,495.78

WESTERN DEPARTMENT
844 Rush Street
Chicago, Illinois

H. A. CLARK, Manager
Assistant Managers
H. R. M. SMITH
JAMES SMITH JOHN R. COONEY

EASTERN DEPARTMENT
10 Park Place
NEWARK, NEW JERSEY
CANADIAN DEPARTMENT
461-467 Bay Street
TORONTO, CANADA
MASSIE & RENWICK, Limited,
Managers

PACIFIC DEPARTMENT
60 Sansome Street
San Francisco, California
W. W. & E. G. POTTER,
Managers

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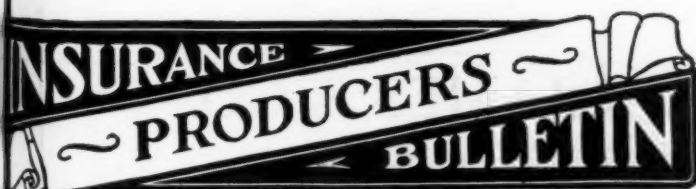
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May I not take this opportunity to
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covered this subject in a broad and
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Chicago, Illinois

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I congratulate you upon the very able
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George W. Carter, Vice President
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attempts in our community for an indefinite and extended period of time to come." A former cafe owner and a woman beauty parlor operator were recently found guilty of arson in connection with fires designed to defraud insurance companies.

The city has been relatively free from arson during the past five years, according to George H. Harrison, manager of the Western Adjustment. A fire prevention committee of the Board of Commerce which has been active in prevention efforts and has cooperated with the authorities in discouraging incendiarism has had much to do with the city's good showing, Mr. Harrison said.

Olivet Student Held for Arson

OLIVET, MICH., June 20—Donald C. Smith, brilliant Olivet college student and campus leader, was bound over to circuit court on an arson charge, following the arrest of Smith and three other students as an aftermath of an investigation into three fires at the Kappa Sigma Alpha fraternity house here. Smith had already signed a virtual confession admitting principal responsibility for two of the fires which, he said, were staged in order to finance improvements to the house and meet payments on the property. One of the other students held was released for lack of evidence. Hearings of three others are set for this week.

Michigan Regional Meetings

LANSING, MICH., June 20—The Michigan Association of Insurance Agents is taking up its series of regional meetings again this week after a lapse of several weeks since the Port Huron gathering brought together agents of the eastern section of the state north of Detroit. Saginaw was the scene of the first of this week's meetings on Tuesday with Leo Weadock, vice-president, in charge of arrangements. At Ypsilanti today the chairman is Laurence M. Thomas of that city, member of the governing committee. Thursday's meeting is at Kalamazoo and Friday's at Grand Rapids, in charge of William H. Pendleton, and Earl McVoy, respectively. Commissioner Charles D. Livingston is attending the gatherings at Ypsilanti and Kalamazoo

and William E. Goodman, chief of the department's rating division, the Saginaw and Grand Rapids meetings. Several association officers are also expecting to attend one or more of the meetings, including President Fred L. Winter of Muskegon.

Glens Falls at Indianapolis

The Glens Falls announces the appointment of C. E. Zinn as special agent in charge of its Indianapolis branch office succeeding Harvey B. Martin, resigned. Mr. Zinn has had experience as a local agent in the agency of his father, O. M. Zinn of Logansport, Ind. He has also traveled for fire and casualty companies and for the last two years has been connected with the Indianapolis office of the Western Adjustment.

Will Elect Executive Committee

The Insurance Federation of Indiana, of which Howe S. Landers is president, will meet soon to elect an executive committee.

Illinois Notes

Fred S. Brewer, agriculture teacher in the high school at Milford, Ill., the last five years, has purchased the insurance business of Thurman Asbury. The Asbury agency, developed through several years, has become one of the large farm insurance agencies in that section of the state.

Michigan Notes

A \$100,000 loss was sustained during the past week in Detroit when the plant of the Great Lakes Chemical Works was destroyed in a blaze of uncertain origin. The insurance coverage was said to be only partial. Fire department authorities were inclined to think that the blaze had its inception in a loading shed adjacent to the plant.

A sizeable loss was incurred at Big Rapids, Mich., when the two-story frame building occupied by the Ferris Institute music hall and gymnasium was destroyed by fire. The main building of the institute was threatened but was saved through the combined efforts of the entire fire fighting organization of the city. Much musical equipment was destroyed in the burned building, while the gymna-

sium also contained some valuable athletic apparatus. The loss is said to have been fully covered by insurance.

Indiana Notes

William H. Hill, 55, one of the best known insurance men in western Indiana, died recently at his home in Sullivan, Ind. He had spent his entire life in that county. He was 55 years old. After graduating from the high school there he

established the Hill Insurance Agency, which he had conducted ever since.

Warehouse and office of the Ainsworth-Boone Seed Corn Company, Kentland, Ind., were destroyed by fire, causing a loss of \$50,000 and fire departments from six nearby towns were called to battle the flames. The warehouse was five stories high and contained 30,000 bushels of fancy corn and 3,000 bushels of soy beans. Insurance to the amount of \$22,000 was carried by C. W. Wharton, owner of the building.

STATES OF THE NORTHWEST

MUTUALS HOLD CONVENTION

Two Days Meeting of the Northwestern Association at St. Paul Attracted Attention

ST. PAUL, June 20.—The annual convention of the Northwestern Association of Mutual Insurance Companies was held here this week. D. W. Clark of the North Dakota Mutual Fire at Valley City, N. D., is president and presided. O. M. Thurber, manager of the Associated Mutuals of Owatonna, is secretary. John T. Hutchinson of Detroit, secretary Insurance Federation of America, and H. P. Janisch, general counsel of the American Mutual Alliance at Chicago, made addresses this afternoon. This morning C. Reinold Noyes, president of Noyes Bros. & Cutler of this city, spoke on the "Financial Situation of the Northwest." H. B. Hall of Milwaukee, manager of the contract staff of the American Appraisal Company, spoke this morning on "Present Industrial Trends Affecting Appraisal and Insurance Service." The speakers on Tuesday were Everett H. Tripp of Belvidere, Ill., secretary, Mutual Reinsurance Bureau; W. A. Rutledge of Des Moines, secretary of the Farmers Mutual Hail, on "Hail Insurance"; R. W. Farnsworth of Minneapolis, repre-

sending the Wisconsin Mutual Plate Glass, on "Plate Glass Insurance"; W. H. Burhop of Wausau, Wis., assistant secretary Employers Mutual Liability, on "Compensation Insurance"; W. E. Mengelberg of Chicago, assistant secretary Lumbermen's Mutual Casualty, on "Automobile Insurance"; A. L. Sperry of Owatonna, Minn., counsel of the Minnesota Implement Mutual Fire, on "Investigating and Reporting the Hazards"; T. K. Kelly of Minneapolis, president T. K. Kelly Sales System, on "Insurance Salesmanship."

ACTION AGAINST PART-TIMERS

Milwaukee Agents Organize to Work Out Program Satisfactory to All Factions

MILWAUKEE, June 20.—Fire and casualty underwriters in Milwaukee started a movement last week which may eventually mean the elimination of the part-time agent from the insurance business. The action was taken at an informal meeting held in the rooms of the Milwaukee Board, and at the conclusion of the session a resolution was adopted providing for the appointment of a committee of 10 members, representing all divisions of the insurance business except life, to work out a pro-

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gram on which everyone can unite on the qualifications for solicitors in Milwaukee county.

Fred J. Lewis, president of the Milwaukee Board, was elected chairman of the meeting and Joseph G. Grundle, secretary of the board, was elected secretary. They are to be ex-officio members of the committee, and the appointments were left in Mr. Lewis hands. He has appointed the following:

Committeemen Appointed

Val Gottschalk, Gottschalk & Hargarten, and Monroe Porth, Ed Porth & Sons, representing the Milwaukee Board; Claude A. Bonner, Aetna Casualty, and C. A. Henkel, Soevig & Hiscox, Casualty Underwriters Association; William M. Wolff, Fidelity & Deposit, and Fred Harris, Southern Surety, Surety Underwriters' Association; Chester Roberts, General Accident; Elmer Kambe, Underwriters Casualty, and George A. Adams, American Automobile, representing the nonaffiliated companies, and Robert Piper, Milwaukee Automobile, representing the mutuals.

All of these interests are represented on the committee with the view of trying to get everyone together on a single program. There is a possibility that a permanent organization may be formed, but, as the movement has just been started, no definite opinions as to what may come of it are being given by the underwriters. The committee will be called together for a meeting by Mr. Lewis within the next few days.

PLAN BLUE GOOSE GATHERING

Minnesota Pond Meets on June 27-28—

Committee Chairmen for Events Selected

MINNEAPOLIS, June 20.—The Minnesota Blue Goose will hold its annual summer meeting June 27-28 at Alexandria, Minn. The general committee in charge as announced by Thomas G. Linnell, most loyal gander, consists of E. C. Bowe, Springfield Fire & Marine; R. L. Hanson, Liverpool & London & Globe, and Mr. Linnell.

The hotel accommodation committee is headed by C. J. Lund, General Inspection Bureau; the prize committee by C. E. Nugent, Western Adjustment, and the fishing committee, which has charge of the arrangements for a contest as well as a fish fry on the beach, by L. L. Law.

E. O. Allen Head Committee

E. O. Allen, Fire Association, heads the quoit committee, while S. L. Hjermstad of Fidelity-Phenix has charge of the rifle shoot. The clock golf committee is headed by Fred Sammis of the Fred C. Sammis Co. general agency, and the kitten-ball committee by E. B. Barrows of North British & Mercantile. Archery is in charge of Ralph Erling.

At the annual business meeting it is planned to present five of the oldest past most loyal ganders with the official emblems of that office. Following this meeting there will be the annual business meeting of the Minnesota State Fire Prevention Association of which William W. Woodroffe, Michigan Fire & Marine, is president.

Expect 125 to Attend

Approximately 125 members and a number of out-of-town visitors are expected to attend, including John F. Stafford, western manager of the Sun, Chicago.

Future plans for the Minneapolis pond for the summer include a golf tournament to contest for the William Higley cup, donated by Mr. Higley, former state agent for the Hanover, who is now retired. The cup will be competed for on a handicap basis.

Duluth Board Elects

DULUTH, MINN., June 20.—At the annual meeting of the Duluth Underwriters Association Whitney Wall was re-

elected president; Jesse A. Bradley, vice-president; Alexander Macrae, secretary-treasurer.

F. W. Grant, assistant general manager of the National Board, was present at the meeting and spoke on the work of the salvage corps. It was pointed out that the salvage corps in Duluth fire department is maintained by the fire companies and not by the city, contrary to the general opinion. High praise was expressed regarding the efficient record of the Duluth salvage corps.

Farewell Party for Field Men

MILWAUKEE, June 20.—Sixty Wisconsin field men gathered at the farewell party held Friday night, June 15, for three of Wisconsin's popular underwriters who have left the state. Charles F. Rupprecht, assistant Pacific Coast manager for the Commercial Union; Thomas Larkins, now adjuster for the Hartford Fire at Minneapolis, and Ed Quinn of the National Fire in the Illinois field were the field men honored. All served in this state for a long time. Mr. Quinn was unable to be at the party but Mr. Rupprecht and Mr. Larkins attended.

Auer Not to Move to Chicago

MILWAUKEE, June 20.—Stuart Auer, who has been named western manager for the Transportation and Transportation Indemnity, will not close out his business in Milwaukee and move to Chicago, he announced Monday.

It was stated last week that Mr. Auer would make his headquarters in Chicago. He said that while no definite plans have been worked out yet, there may be a possibility of opening a Chicago office in the future, but in such an event, it would be a branch of the Milwaukee office.

Northwestern National Outing

MILWAUKEE, June 20.—Employees of the Northwestern National held their annual outing June 14 at Pewaukee Lake. More than 150 officers and employees of the company attended. There was a picnic lunch and the afternoon was spent in various athletic contests, golf and swimming. Two baseball games were played, one among the men employees and the other between two teams of girls.

A chicken dinner was served in the evening and a short talk was made by Joseph Huebl, second vice-president. Carl A. Palm was chairman of the picnic.

Minneapolis Baseball Results

MINNEAPOLIS, June 20.—The Charles W. Sexton Company ball team defeated the General Inspection Bureau team here last week, 19 to 14. Standing of teams to date:

	Won	Lost	Pct.
Twin City, N. W.	5	1	.833
C. W. Sexton Co.	4	2	.666
Marsh & McLennan	3	3	.500
Travelers	3	3	.500
Cargill Elevator Co.	3	3	.500
General Insp. Bureau	0	6	.000

This league operated for years as the Insurance League, but with the addition of the Cargill Elevator Co., added for the purpose of making it a six-team league, it is known as the Cardinal Division of the Minneapolis Park Board League.

Support Fireworks Ordinance

MILWAUKEE, June 20.—Milwaukee county insurance men are supporting the county board of supervisors on an ordinance regulating the sale of fireworks in Milwaukee county. The ordinance provides that fireworks may be sold from June 15 to July 4. The period allowed for the sale in the city of Milwaukee is only from July 2 to July 4. The county board's joint committee on finance and judiciary has recommended the adoption of the ordinance by the entire board.

Kruger Agency Holds Meeting

On June 9 the Kruger agency of Green Bay, Wis., held its annual agency meeting which was attended by agents from the surrounding territory. A number of the executives and special agents of the various companies represented in the Kruger office gave some very instructive and interesting talks.

Among the visitors from out of the city were: C. W. Davies, Chicago, western manager for the General of Seattle; H. L. Brandt, Oshkosh, agency manager



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Columbus, Ohio

of the accident and health department Wisconsin National Life; R. F. Scofield and Harry Freeman, Oshkosh, Wisconsin National Life; Elmer Kambe, Milwaukee, president of the Underwriters Agency and Underwriters Casualty; W. Rolfe and George Ives, Milwaukee, Union Auto of Los Angeles; F. A. McElroy, Chicago, state agent General of Seattle; Carl Lofgren, Milwaukee, state agent Security Fire; Thomas F. Hagan, Milwaukee, state agent for the Union Auto and Importers & Exporters.

Bugbee and Hamm in Duluth

DULUTH, MINN., June 20.—Members of the Duluth fire prevention committee were addressed at a conference last Saturday by Robert C. Hamm and Percy Bugbee, field engineers of the National Fire Protection Association. They referred to the splendid results attained at Grand Rapids, Mich., and elsewhere in bringing down fire losses through the carrying out of active educational campaigns. They congratulated the Duluth men upon the energy displayed by their fire safety work during the last three years.

Vote on Wisconsin Improvements

The voters of Green Bay, Wis., will vote on a \$300,000 bond issue for fire protection at the fall election. Frank R.

Daniel, chief engineer of the Wisconsin Inspection Bureau, appeared before the city council and explained the need for greater fire protection. If the bond issue goes through the money will be expended for improvements to the waterworks system and for new equipment.

Mr. Daniel also appeared before the city council of Watertown, Wis., last week, urged a building code for that city and suggested improvements that should be made in its fire protection.

Wisconsin Notes

Clarence Goldsmith of the National Board and Frank R. Daniel, chief engineer of the Wisconsin Inspection Bureau, represented insurance interests on the program at the annual meeting of the Wisconsin Volunteer Firemen's Association, held at Kiel, Wis., this week.

Deputy state fire marshals have started an investigation into the fire at the Louis Latin Clothing Co. at Wisconsin Rapids, working on the theory that there was a plot to destroy the plant. An attempt was made to burn it the night of June 12, and gasoline soaked rags were found in the building, near the fire area.

William C. Bradt of the Chris Schroeder & Son Co. general agency at Milwaukee leaves this week for Memphis to attend the annual convention of the Cooperative Club International. Mr. Bradt will drive south with his family and following the convention they will visit other southern cities for about ten days.

went over the fire department and the waterworks and recommended a number of fire and building ordinances, which will no doubt be adopted.

Faassen's Radio Playlet

Joseph Faassen of the Iowa State Fire Prevention Association, more familiarly known as "Uncle Joe" Faassen, announced at Station KSO, Clarinda, Ia., is the author of a radio playlet, entitled "The House of Ashes," which has been broadcasted a number of times with telling effect, and is now available in pamphlet form, with the compliments of the fire prevention department of the Western Actuarial Bureau.

Jack Opens Life Agency

William A. Jack, who conducts the Acme Insurance Agency at St. Louis, has been appointed general agent of the Springfield Life of Springfield, Ill. Mr. Jack formerly traveled for the Royal. He is doing a general insurance business and has been brokering his life insurance heretofore.

Launch Lincoln Local Board

LINCOLN, NEB., June 20.—A large group of local agents here joined in the organization of a local board affiliated with the National Association of Insurance Agents. O. F. Coy and Harry R. Ball have been named respectively as temporary president and secretary. A committee composed of Merle Rathbun, Jack Oswald and Emmett Junge was named to draw up a constitution and by-laws, and when it is ready to report the formal organization will be completed and permanent officers named.

Increase Lincoln Protection

LINCOLN, NEB., June 20.—Another substantial contribution to future fire protection is a 5,000,000-gallon reservoir that the city water department will construct at once within a short distance of the main wells and reservoirs of the system, having purchased the remainder of a block near Arlington and Jefferson streets. The city has just finished a 6,000,000-gallon reservoir half a mile to the north of the site of the new one, and is now finishing up one in the suburb of University Place, five miles distant. When the new one is complete the reservoir capacity will be 26,000,000 gallons.

Will See Noted Golfers Play

Two of the foremost golfers in the United States will be with the Nebraska Blue Goose at its annual outing June 29 at the Happy Hollow Golf Club, Omaha. Gene Sarazen and Johnny Farrell will be the guests and during the day will play a match game.

Add to Western Adjustment Force

W. H. Bibler has been added to the force of the Wichita office of the Western Adjustment, making four adjusters now connected with the office, including George M. Montgomery, manager. Mr. Bibler has spent the past four or five years doing independent adjusting with headquarters in Wichita and is a member of the Central Kansas Field Men's Club. Previous to this he spent several years in local agency work in Greensburg, Kan.

Kansas Losses for May

TOPEKA, KAS., June 20.—State Fire Marshal Elstun states that he is much encouraged over the May fire losses. The total reported, \$218,480, was a reduction of \$214,947 from the April losses or nearly 50 percent.

Losses on dwellings showed a drastic reduction, 84 burning with a loss of \$83,778, a reduction of 110 from April and a reduction in loss of \$67,687. Major causes of fires during the month were: Electricity, \$16,870; exposure, \$14,885; sparks on roof, \$10,147; stoves, \$12,739; matches, \$13,160, and lightning not rodded, \$4,997.

While the report is a drastic reduction from previous months of this year, the total losses are \$85,765 more than the corresponding month of 1927.

Dubuque Agents Organize

DUBUQUE, IA., June 20.—The Dubuque agents representing stock insurance companies have organized with the following officers: D. A. Doty, president; J. C. Gahrig, vice-president; Don Chamberlin, treasurer; A. R. Lorenz, secretary. The new organization adopted a

rule that no multiple agencies of companies, fleet or underwriters will be permitted in the city of Dubuque. This rule and a code of ethics were the principal features discussed at the recent meeting which finally led to their adoption.

Two Big Nebraska Losses

LINCOLN, NEB., June 20.—Two big fire losses were reported to the state fire marshal the past week. In each case the estimated loss was \$150,000. The first was at Omaha, when the explosion of a box of fireworks in the Bloch Paper & Notion Company wholesale house started a blaze that caused that company a \$40,000 loss, a \$50,000 loss to the G. H. Nelson Paint Company's stock, and destroyed part of the building in which they were housed.

The other was at Fairbury, when flames that started in the third story of the Steele Furniture Company block, combined with water, caused complete loss to the stocks of the Uhley & Diller Clothing Company, the local Piggy Wiggly store and the Hested 99-cent store. The fire started in the elevator shaft but the origin is unknown. The building is almost a total wreck. It is owned by Mrs. Anna Steele of Fairbury and George W. Hansen of Beverly Hills, Cal. The local American Legion post occupied an upstairs suite and lost its equipment.

Seek to Interest Farmers

DES MOINES, June 20.—The Iowa State Fire Prevention Association is making plans to interest the farmers in fire prevention. A committee on rural fire prevention has been named, consisting of W. A. Harvey and Berry Currier, of Des Moines, Prof. Lindson J. Murphy, municipal engineer of Iowa State College at Ames; E. N. Hopkins of "Successful Farming," and John Thompson, editor of the "Iowa Homestead." Prof. Murphy is the promoter of the firemen's short course that is held at Ames every winter. C. W. Borrett of Des Moines, secretary of the state association, announces that an organized campaign will be featured which will interest farmers in eliminating possible fire hazard, especially in view of the large fire loss in rural districts in recent years.

Tornado Losses in Nebraska

LINCOLN, NEB., June 20.—Heavy tornado damage has been caused at two points in Nebraska during the past ten days. The most serious was at McCook, in southwestern Nebraska, where 100 homes were wrecked, two persons killed and 22 others injured. The property damage is estimated all the way from \$500,000 to \$1,000,000. Adjustments of the losses are now in progress. Two heavy windstorms, one of them nearly approaching the proportions of a tornado, damaged about \$100,000 worth of property in and around Beatrice, Gage county, in southern Nebraska.

Kansas Towns Improve Protection

According to E. J. Stewart, chief engineer for the Kansas Inspection Bureau, material improvements are under way in several Kansas towns at this time in fire protection. A 300-gallon, triple combination pumper was recently delivered to Frontenac and tested out by Engineer Swander for the bureau. Topeka has placed a new 75-foot aerial truck in operation and Wichita has been delivered a new Ahren-Fox triple combination pumper with a 60-gallon booster tank. The city commissioners of Manhattan are giving serious consideration to needed improvements, among which is the purchase of a 750-gallon pumper recently recommended by the bureau. Paola, which suffered a disastrous fire in April, is considering the employment of a consulting engineer to outline badly needed improvements.

Wichita Membership Campaign

WICHITA, KAN., June 20.—At a special meeting of the Wichita Insurers it was voted to put on a membership campaign in an effort to get all eligible Wichita agencies in the "board" and make the Wichita association the largest in the state. Twenty-eight firms are now members but there are approximately 80 licensed agencies in the city, not more than 60 percent of which are eligible, however, due to mutual representation or to the fact that they do not maintain any full time solicitors.

As a special inducement for non-members to get "in" at this time the

IN THE MISSOURI VALLEY

DEPARTMENTS HOLD HEARING

Missouri and Kansas Officials Appoint Committee to Settle Kansas City Agents Dispute

KANSAS CITY, MO., June 20.—Insurance agents of Kansas City, Mo., and Kansas City, Kan., met with Commissioner Baker of Kansas and representatives of the Missouri department in a hearing here Monday to consider whether agents in Kansas City, Mo., are complying with the Kansas law when they have employees countersign policies on Kansas business. The practice has been to have a stenographer or clerk who is a legal resident of Kansas and a licensed insurance agent countersign policies written on Kansas property. Mr. Baker presided at the meeting and James Rathbun, deputy and acting commissioner, and Robert E. Daly, actuary, represented the Missouri department.

Joint Committee Appointed

Mr. Baker stated the position of his department with regard to the question, saying that under the agents qualification law, a stenographer in an insurance office is no more qualified to write insurance than a grocery clerk.

At the suggestion of Mr. Baker and Mr. Daly a joint committee was appointed to work out some plan between themselves, which would then be submitted to the departments of both states.

The committee consists of President T. S. Ridge and R. L. Stewart of the Insurance Agents Association of Kansas City, Mo.; President H. O. Tinklepaugh and Secretary S. H. Reynolds of the Kansas City, Kan., association; and President George Oppenheimer and I. J. Talbot of the Casualty and Underwriters Association of Greater Kansas City.

Liable to Insured

Liability of Agents—Held that where the general agent of a fire insurance company for a limited territory, through negligence of an employee, fails to write into the policy a statement required to make it valid, the agents are liable in damages to insured for loss by fire, in an action based solely on that ground, and not upon the invalid contract of insurance negligently issued by them. Case vs. Ewbanks, Sup. St. N. C.

HAD OFFICIAL HEADQUARTERS

Kansas Association of Insurance Agents Did the Honors at Recent Wichita Meeting

The Kansas Association of Insurance Agents maintained headquarters at Wichita during the Kansas Insurance Day meeting with C. K. Foote, secretary, in charge. Cards were passed out among the delegates asking all agents to call at the headquarters. Several new members for the State association were secured, besides the securing of back dues from delinquent members. Mr. Foote and President C. G. Blakely, Jr., were gratified with the interest displayed.

The Wichita Association of Insurance Agents with I. A. Cochran, president, in charge maintained a room conveniently located, as a check room and rest room for the visitors.

In glancing over the registration list it is noted that while the largest attendance was secured from Wichita, Topeka, Kansas City and Hutchinson, yet there were over 60 Kansas towns represented. A surprisingly large number were from the smaller towns, showing the desire of the smaller agents to acquaint themselves with the problems of the business. The attendance seemed to be practically evenly divided between the life and fire interests with a good sprinkling of casualty, surety, and insurance attorneys.

W. H. Griffin, insurance manager of the Dougherty interests with headquarters at Bartlesville, Okla., and his assistant, Lloyd Lynd, were among those registering for Kansas Insurance Day.

Intensive Work at West Plains

West Plains, Mo., where dozens of people lost their lives April 13, in a fire in a dance hall located over a public garage, as the result of a gasoline explosion in the garage, is doing everything possible to avert another such disaster. Modern fire apparatus is being purchased and arrangements are being made to employ a full-time paid fire chief, who will be given a 30-day training course at the St. Joseph drill school before assuming his duties.

The Missouri State Fire Prevention Association, which has had a couple of men inspecting the town for several weeks, will stage a two-day intensive education and inspection campaign June 28-29, when a recheck will be made of the risks inspected by the special representatives. Officers of the association met last week with the city officials and

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membership fee has been reduced considerably for a short time. The secretary has addressed a letter to all eligible agencies, stating the purpose of the organization, quoting the new membership fee and inviting that applications for membership be submitted immediately. New members would also be expected to join the state and National associations which will help the state association materially in increasing its membership the 10 percent which is the goal of the National association for each state.

Warning on Town Lot Drilling

Local agents at Moline, Kan., have been bulletined by the Kansas Inspection Bureau regarding the hazard of oil drilling rigs which are being erected promiscuously within the city limits at this time and have been urged to protect the interest of both the assureds and the companies by placing the proper endorsements on the policies showing the increased hazard. All properties within 140 feet of rigs will be specifically rated by the Bureau.

Central Kansas Field Club

WICHITA, KAN., June 20—Notices have been mailed to all members of the Central Kansas Field Men's Club by Secretary E. W. Beeson of the annual meeting and election of officers to be held June 25 in Wichita. The club now has a membership close to 50 and a full attendance is expected, following which meetings will be discontinued until September, with the exception of the annual mid-summer picnic. At this meeting a handsome fountain pen desk set will be presented to Austin Stone by those who have attended his lectures on the standard form policy, which have extended over a six-month period. The retiring officers are Col. Sam F. Wood, Kansas state agent for the American Central, president; George M. Montgomery, vice-president, and E. W. Beeson, secretary-treasurer, both being with the Wichita office of the Western Adjustment.

Wichita Fire Loss Reduced

WICHITA, KAN., June 20—The May report on the Wichita fire loss is quite encouraging, being reduced to 34 fires with a total loss of \$3,119. The insurance loss was not over \$1,500. This is especially noticeable, since there have been 411 fires the first five months of the year, 72 being reported in April. January to March were very disastrous months in Wichita, one fire in February exceeding the entire 1927 loss. However, with the conviction of several small boys who had caused four of the larger fires, conditions have returned nearly to normal and if they continue the year's record will be fair.

Lightning Strikes Wichita Refinery

WICHITA, KAN., June 20—A 5,000-barrel gasoline tank at the Derby Refinery, Wichita, was struck by lightning Saturday morning, tearing off the top and firing the contents. While the tank is a total loss, it was possible to draw off over half of the contents, thus greatly reducing the loss. Three hose streams were used to keep adjoining tanks cool and no further damage resulted, chiefly because the wind was favorable, blowing the flames away from the exposed property. Small tanks of foam were used in an effort to bring the flames under control, but the quantity was too limited and it was thus impossible to control the flames, which burned themselves out some 11 hours later.

Missouri Storm Losses

ST. LOUIS, June 20—An electrical storm followed by a strong wind and torrential rain did damage estimated at upwards of \$50,000 in St. Louis and St. Louis county the night of June 17. The town of Brentwood in the central eastern part of the county was hardest hit. Several houses were unroofed while telephone poles and trees were blown down. Bakersfield, Mo., and vicinity was swept by a tornado and property valued at \$100,000 was destroyed. The Bakersfield consolidated high school, two churches and many homes were wrecked. Part of the loss was insured.

Form Cedar Rapids Local Board

CEDAR RAPIDS, IA., June 20—The Fire & Casualty Board of Underwriters was organized here with J. J. Shepard, president; Ralph Gray, vice-presi-

dent, and Joseph R. Anderson, secretary-treasurer. Twenty local agencies are affiliated with the organization, which will cooperate with city and state authorities in curbing fire loss waste, enforcement of insurance laws, mutual discussion of current questions and to promote higher standards of practice.

Blakely to Speak at Trenton

At the regional meeting of the Missouri Insurance Agents Association at Trenton, C. G. Blakely, Jr., president of the Kansas association, will represent the National association, in the place of Lurton H. Stubbs of Cedar Rapids, Ia., who will be unable to attend.

The Trenton meeting was postponed this week to June 27 on account of the rains. The same program will be given at this time as originally scheduled.

Plan St. Louis "Ad" Campaign

ST. LOUIS, June 20—The Fire Underwriters Association of St. Louis is considering an organized advertising campaign on a rather large scale for the benefit of stock insurance and those engaged in it. The entire proposition was considered at an executive committee meeting of the association, but all members were invited and everyone had the privilege of the floor to discuss the proposed campaign. The committee in its final decision will be largely influenced by the views expressed by those attending the open meeting.

If it is decided to go through with the plans under consideration each member of the association will be asked to contribute something to the general cost. However, the greater portion of the advertising will be paid by the association and the Class 1 agents.

Missouri Notes

Elmer A. Kiel, formerly a member of the Ellison-Kiel Insurance Agency, St. Louis, is now solicitor for Hoffmann, Son & Co.

The following have been admitted to membership in the Fire Underwriters Association of St. Louis in the real estate class: L. V. Cartan & Co., William Eichenser and N. S. Wood.

Benjamin F. Higgins of St. Louis, Mo., has been appointed a Class 2 agent for the Orient, Security and Northern of New York. His business will be supervised by W. H. Markham & Co.

A \$12,000 loss resulted from a fire at Plevna, Mo., June 15. The general stores of Tom Greenley and Ballance & Hill were destroyed. The Shelbyville, Mo., fire department, 16 miles southeast, was summoned and prevented the flames from spreading to other buildings. About \$5,000 fire insurance was carried. The village has but 75 inhabitants and is without fire protection.

Kansas Notes

H. M. Angell, manager of the Chicago branch of Appleton & Cox, marine underwriters, is spending this week in Wichita and the southwest visiting the larger agencies.

Dave Greenfield of Chicago, who has just graduated from the fire prevention engineering course of Armour Institute, will be connected with the Topeka office of the Kansas Inspection Bureau.

George M. Montgomery, manager of the Wichita office of the Western Adjustment, and Mrs. Montgomery have returned from a ten day trip to Mattoon, Ill., the former home of Mrs. Montgomery.

H. W. Henry, inspector of oil properties for the Kansas Inspection Bureau and the Oklahoma Inspection Bureau, with headquarters in Muskogee, Okla., has spent the past three weeks in Kansas bringing the reports of the Kansas oil properties up to date.

Earl F. Woods, inspector with the Wichita office of the Kansas Inspection Bureau, who has been confined to Wesley Hospital, Wichita, for the past three weeks, is now convalescing and expects to return to the office next week.

Nebraska Notes

Through a typographical error it was stated last week that 15 reservations were made for the annual frolic of the Omaha Association of Insurance Agents. It should have been 150.

The state fire marshal's office has been requested to investigate a case of attempted arson in the small town of Angora, Neb., where, after a blaze had been checked, it was found that the floors of the town schoolhouse had been covered with denatured alcohol and paper scattered about on it, after which a blaze had been lit. The floors had recently been covered with a noncombustible substance which frustrated the plan to burn the building.

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Insurance Company of America

SUMMARY OF 69th ANNUAL STATEMENT
January 1, 1928

CAPITAL	\$ 2,000,000.00
PREMIUM RESERVE	9,637,599.00
RESERVE FOR ALL OTHER LIABILITIES.....	1,458,105.00
NET SURPLUS	14,689,493.00
TOTAL ASSETS	\$27,785,197.00
SURPLUS TO POLICYHOLDERS.....	\$16,689,493.00

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(NEW JERSEY)

Baltica Insurance Co., Ltd.
(DENMARK)

Franklin W. Fort

Thomas B. Donaldson

18 WASHINGTON PLACE, NEWARK, N. J.

STATES OF THE SOUTHWEST

OKLAHOMA CODE IS NEEDED

Commissioner Read Will Ask Legislature to Authorize Revision of Insurance Statutes

OKLAHOMA CITY, June 20.—All of Oklahoma's statutes having to do in any manner with the subject of insurance should be revised and codified, and Commissioner Jesse G. Read says he will ask that authorization for such action be given by the next legislature. There has never been a codification of insurance laws since statehood, and many provisions are practically obsolete, while in many instances an attempt to construe the statutes leaves one in a maze and makes it difficult to apply regulations or rules in an equitable manner.

It is Mr. Read's disposition to be reasonable and just to all insurance companies doing business in Oklahoma, but he also desires to see them meeting fair and just requirements. There are some assessment companies writing business in the state, he says, that do not pay any taxes. They are competing with other companies paying taxes just the same, and this is not fair.

Then because of confusion in the many statutes it is difficult for the department to figure what rate should be charged against certain companies doing business in the state. This could be cleared up by a revision of the laws and dead matter eliminated.

For these and other reasons Mr. Read will ask the legislature to provide for a thorough overhauling of the insurance statutes, and if necessary, make some amendments, though there is not much in this way needed.

Commercial Standard Increases Capital

The Commercial Standard of Dallas has increased its capital stock from \$200,000 to \$300,000. The par value of the stock has been reduced from \$100 per share to \$10.

Oklahoma Firemen's School

OKLAHOMA CITY, June 20.—The annual convention of the Oklahoma Firemen's Association and the Oklahoma school for firemen has been announced for June 26-28 at Blackwell. The school has been made a permanent thing and will be held annually in connection with the convention. City officials throughout the state have expressed great satisfaction over the progress of the school and the increased efficiency of those who attend, according to James A. Atkinson, secretary of the Oklahoma Fire Prevention Association. Among the most important outside speakers this year will be L. L. Wolfe of Cincinnati, who will give special attention to first aid in resuscitation and training of firemen; H. K. Rogers of the Western Actuarial Bureau, widely known as "Smoky, the Fire Clown"; Paul V. Keene, coach at the University of Oklahoma at Nor-

man, who will discuss methods and the need of keeping physically fit, and Prof. C. V. Bullen of the engineering department of the same university, who will discuss the hazards of faulty electric connections.

Arkansas Blue Goose Outing

The annual summer frolic of the Arkansas Blue Goose is to be held June 23 at the Shrine Club near Little Rock. The frolic was scheduled for a week later but circumstances arose which made it necessary to change the date. Swimming and golf will be the principal attractions in the afternoon and the dinner-dance will start at 7 p. m.

Teaches Fire Prevention to Teachers

OKLAHOMA CITY, June 20.—Mrs. Bertha Mae Henson, assistant state fire marshal, is attempting to spread fire prevention warnings to all Oklahoma school children through rural and city teachers. Mrs. Henson is speaking at each state teachers' college to teachers attending summer school. She recently concluded a week's fire prevention instruction at East Central at Ada, and at Southeastern State Teachers' College at Durant.

Texas Employers Changes

HOUSTON, TEX., June 20.—Fred J. Shipley, district manager of the Texas Employers and Employers Casualty, announces that D. D. Redman and Ed M. Whitcomb have joined the Houston office. Mr. Redman is an experienced fire insurance man, having been with the Redman & Cox Company at Dallas for several years before coming to Houston. He takes charge of the fire insurance department as assistant to Manager Shipley.

Mr. Whitcomb is also well known to Houston insurance men, having been connected with various agencies in this territory for the past ten years. He, too, will be connected with the fire insurance department.

Oklahoma Notes

C. T. Ingalls, manager of the Oklahoma Inspection Bureau, left Monday for New York.

A class of 11 goslings was initiated into the Oklahoma Blue Goose, with Gander F. C. Newcomer conducting the ceremonies.

James A. Atkinson, secretary of the Oklahoma Fire Prevention Association, has returned to his office after an illness of two weeks.

The Lee Walton Insurance Agency, recently opened in the Cotton Exchange building, Oklahoma City, has been appointed local agent for the Twin City. Mr. Walton was formerly in charge of the insurance department at the G. B. Stone Realty Company. He is succeeded by Ervin D. Stone.

Arkansas Notes

The Potomac of Washington, D. C., has been licensed in Arkansas. The J. F. Hickey Company of St. Louis is general agent for the state.

Wendel Robertson has announced his purchase of the interest of W. S. Shadrach in the insurance agency of Robertson & Shadrach, Fort Smith, Ark. Mr. Robertson will continue the agency under his own name.

IN THE SOUTHERN STATES

MISSISSIPPI BUREAU MEETS

Bankers & Merchants Fire Secretary Elected to Head Rating Organization Next Two Years

The annual meeting of the Mississippi State Rating Bureau was held in Jackson on June 15. The election of members to serve on the executive committee for the next two years was the principal business of the meeting.

W. G. Sours, secretary of the Bankers & Merchants Fire, was elected president. W. A. Sullivan, general agent for the Globe & Rutgers, was

elected vice-president. Mr. Sours and Mr. Sullivan have served on the executive committee since the organization of the bureau in 1924.

Retiring President Isham Beard, during whose administration the bureau has achieved outstanding success; R. D. Fitts, F. E. Potter and T. L. Spengler were prevailed upon to serve an additional term on the committee, while H. W. Gates, Jack Forsyth and J. L. Ross were the new members elected. The bureau is assured of a strong vigorous committee to direct its operations for the next two years.

Distinguished guests present were Ben S. Lowry, insurance commissioner,

and the three newly appointed members of the state insurance commission, S. V. Crowe, president; W. A. Holloway, secretary, and Col. Ferd Becker. Each of these officials made short constructive remarks.

GEORGIA MEETING IS HELD

Local Agents Have Their State Convention This Week—Some Important Speakers Are Scheduled

President Albert R. Menard of the Georgia Association of Insurance Agents announces this week the completed program for the annual convention to be held Friday and Saturday of this week at Tybee Island near Savannah. The set addresses are to be given by Warren W. Ellis of the National Board, Clyde B. Smith of Lansing, Mich., a member of the executive committee of the National Association of Insurance Agents; E. P. Roberts of Atlanta, general manager of the Southern Adjustment Bureau on "Adjustment of Fire Losses and How the Local Agents Should Cooperate," and William F. Dunbar, manager, Southeastern Underwriters Association on "Mutuals and Mutual Competition." Mayor T. M. Hoynes of Savannah will give the welcome address and James R. League of Augusta will respond. Sidney Oldsmith of Gainesville, chairman of the executive committee; W. C. Pease, Jr., of Columbus, chairman fire prevention committee, and H. B. Taylor, of Augusta, chairman organization committee, will report. The banquet will be held Friday evening.

Insurance Scion Wins Honors

RICHMOND, VA., June 20.—George B. Jennings, Jr., namesake and only son of the veteran Virginia state agent for the Royal, carried off most of the honors at the finals at McGuire's University School in Richmond. In addition to winning medals for exemplary conduct and proficiency in athletics, he captured the purple ribbon for excellence in his studies, and last but not least he walked away with the Jack Gordon memorial medal and scholarship, founded by the late Col. John W. Gordon of the Gordon & Brown general agency at Richmond, in memory of his only son who was drowned about 20 years ago. The scholarship entitles the holder to free tuition next year. The past session young Jennings held another scholarship, which also carried free tuition with it.

Lexington Board Meeting

LEXINGTON, KY., June 20.—At a meeting of the Fire Underwriters Association of Lexington a resolution was passed condemning the Southern Trust Company for soliciting insurance in Lexington. B. F. Buckley, Jr., president, presided. A. J. Reed, for several years treasurer of the board, resigned and Dave Estlin was elected to fill the vacancy. Another year of cooperative advertising will be carried on by the board.

Fire Prevention Men Elect

The Kentucky State Fire Prevention Association elected the following officers at its annual meeting in Lexington last week: President, Emmet A. Parsons, Springfield Fire & Marine; vice-president, A. R. Stroud, American Central; secretary-treasurer, E. G. Stewart, Hudson & Svea (reelected).

Resolutions adopted included one requesting the state superintendent of public instruction to use his influence with the state text book commission in securing the inclusion in certain books of a chapter devoted to fire prevention instruction for school children.

Expect More Tobacco Hail Business

LOUISVILLE, June 20.—Companies writing hail insurance on growing tobacco in Kentucky expect to begin getting some business within the next week or so, as coverage goes on in Kentucky as of July 1. In Tennessee writing starts earlier.

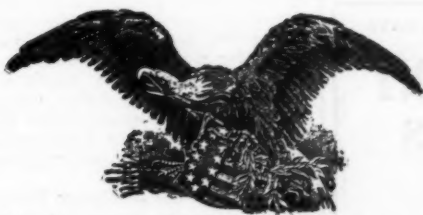
It is believed that more hail business will be written this year, account of larger tobacco acreage, good price last fall and the fact that growers will en-



*Stella, the
Sagacious
tenog.
ays -*

"When the boss saw my first piece of copy in this magazine he was madder than a wet hen. - Said I was making a bum out of the Advertising Profession! 'Not at all' says I, 'I believe Mrs. Agents are fed up on 'professional copy' - I believe they would like to read the plain un-ducoed truth for a change. So I borrows his bus that P.M. and calls on one of our new Agents. 'Greetings, Mr. Atwood,' says I, 'I'm the new advertising deputy of The Columbia. Tell me just why you chose our Company, please.' 'Well' says he, 'that's easy, young lady. If you were an Auto Dealer would you be willing to take on representation for La Salle cars?' 'You bet I would,' I answers, 'cause the same people put out the Cadillac.' 'Well, The Columbia is owned by the same people as puts out The American - so why ask foolish questions!'"

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Both Are Necessary

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But

Successful Business Concerns are built of the Human Natures which go to make them up.

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REINSURANCE FIRE and CASUALTY

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American Reserve Insurance Company
of New York
Lincoln Fire Insurance Company
of New York
The First Reinsurance Company
of Hartford

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AMERICAN NATIONAL FIRE INSURANCE COMPANY

8 East Long Street COLUMBUS, OHIO

Capital \$500,000

CHARLES G. SMITH, President
JESSE E. WHITE, Vice-President JOHN A. DODD, Vice-Pres. and Sec'y
GEORGE E. KRECH, Secretary
ALLEN W. FLEMING and E. PHILLIP GUSTAFSON, Assistant Secretaries

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Operating Along Sound Lines



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CLOAKS & SUITS

LINENS
CLOTHING
MEN'S WEAR
LEATHER GOODS

AND ALL OTHER LINES

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Boston Ins. Co.
Pittsburgh Underwriters
Patriotic Insurance Company
Federal Ins. Co. of Jersey City
Globe Indemnity Co. New York
Fire & Marine Und. Agency of Automobile Ins. Co. of Hartford

deavor to grow for quality grades this year, as experience is showing that there isn't any money in growing low grades.

Bureau Men at Chattanooga

LOUISVILLE, June 20—Several Kentucky field men who represent Bureau companies are attending the meeting at Chattanooga of the Kentucky-Tennessee Field Club. It is understood that at this meeting plans will be discussed for splitting the organization into two state bodies, instead of one. However, the membership is not large and the chances are that the body will not be disturbed at this time.

Kentucky Losses Light

LOUISVILLE, June 20—Fire losses in Kentucky have been running very light the past month and in fact over much of the spring season, while automobile losses have also been rather light, both as regards fire and theft. With the exception of two fires, at the Mid-Continent Petroleum Company bulk station in Louisville and the plant of the Southern Seed Company, feed manufacturers, Louisville, reported as being \$50,000

fires, there have been very few losses of more than passing interest.

Five Banks in Insurance

LOUISVILLE, June 20—The bank agency proposition has grown in Louisville until there are now five banking organizations, including subsidiaries and branch banks of these five, in the business. The Fidelity & Columbia Trust Company, Liberty Insurance Bank, Louisville Trust Company, Lincoln Bank & Trust Company and First National Bank are all fairly large banking organizations, which have insurance connections.

Kentucky Notes

Julius Bowman, special agent in Kentucky for the Fire Association, is laid up for a few days with the mumps.

Madisonville, Ky., has prorated its city insurance with all of the agents in the city. The total fire insurance is \$15,000, tornado \$6,000, truck \$6,000.

The Liberty Insurance Bank, Louisville, controlling the Liberty Fire, which also has a local agency, has announced plans for changing its name to the Liberty Bank & Trust Company. The insurance company will continue under the old name, without change.

ON THE PACIFIC COAST

CALLER VIOLATION OF LAW

Washington Agents' Resolution "in Restraint of Free Competition," Attorney General Holds

SEATTLE, June 20.—Under an opinion rendered to Commissioner Fishback by E. W. Anderson, assistant attorney general, the Jones resolution as passed by the Insurance Agents League of Washington in April, 1928, is contrary to the state code, which prevents combinations and agreements in restraint of free competition. In his opinion, Mr. Anderson said:

"It appears this league adopted a resolution in November, 1925, the purpose of which was to bring pressure to bear upon stock insurance companies to cease doing any business with or through agencies owned by or representing dividend paying, mutual, reciprocal or inter-insurance companies.

"The resolution is to the effect that members of the league will not, after Jan. 1, 1926, represent any company that is directly or indirectly represented in any agency owned by a dividend paying, mutual, reciprocal, or inter-insurance company, or that is directly represented in any agency that also represents such a company, or that accepts any business from any broker which comes from an agency.

"A further resolution was adopted in April, 1928, authorizing the executive committee of the league to prepare a list of insurance companies doing business in the state operating in accord with the principles set forth in the resolution of 1925, such list to contain only those companies able to prove to the satisfaction of the committee that they transact no business directly or indirectly with any other company, association, or society providing insurance on a mutual, reciprocal, participating, or dividend paying basis.

"Upon reading inclosed data we are of opinion that these resolutions violate provisions of section 32, insurance code of 1927, prohibiting combinations and agreements. No doubt any number of agents may decide the company or companies for which they desire to act, but we cannot escape the conclusion that the resolution in question partakes of the nature of a combination for purposes detrimental to free competition and injuries to the insuring public."

New Portland Exchange Directors

PORTLAND, ORE., June 20—S. H. Salomon of Rosenblatt & Salomon and W. S. Halvor of Halvor-Deering Company have been appointed directors of the Insurance Exchange of Portland, succeeding Don Bates and Gerard Clement, resigned.

MANY LICENSE PROTESTS IN

New California Questionnaire to Be Sent to Agents Whose Relicensing Is Contested

SAN FRANCISCO, June 20.—Following the announcement that the new fire-casualty agents' license application form, recently adopted in California by Commissioner Detrick, would be demanded only from agents whose renewals of licenses were protested, the department has received such protests from every part of the state. According to information from official circles the number of protests already received run well into the thousands.

The new application form, which is in reality a qualification blank, will be sent to the agents whose renewals have been contested. On the information returned on these forms the commissioner will base his action. In San Francisco it is expected that many of these licenses will be declined following the receipt of the additional data because of the nature of the agencies. It is said that most of those complained of are contractors, and part-timers who do little more than their own personal business.

Under the present system the insurance department can more readily decline to renew a license than to cancel a license after it is once issued. The commissioner has wide discretionary powers, as emphasized by the attorney general's office last month in the opinion rendered on granting licenses to employees of banks.

RADICAL CHANGES IN COAST FORMS EXPECTED

SAN FRANCISCO, June 20.—Radical changes in some of the forms and clauses now in use in the various Pacific coast states are expected as a result of the first business meeting here of the Pacific Coast Uniformity Conference, organized last February at the suggestion of several company managers. Every state in the territory covered by the Pacific Board was represented. The engineers and sprinkler experts of the board also participated in the conferences. Company executives who participated said that the progress made at this session was such as to indicate possibilities for welcome reforms.

Those in attendance were: H. L. Simpson, chairman; James M. McCune, Oregon; J. K. Woolley, Washington; J. H. Branscombe, Idaho; John L. Noble, British Columbia; Maynard C. Colwell, Arizona; J. H. Roberts, Utah; Richard Waldron, secretary of the Los Angeles

Board; V. McCaughy, nison, Ge and H. Standard

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Board; Walter A. Newman, Thomas McCaughern, W. S. Haven, A. W. Gunmison, George A. Russell, Pacific Board, and H. L. A. Bates, manager of the Standard Forms Bureau.

Promise Marysville Improvements

SAN FRANCISCO, June 20.—Following the visit of Jay W. Stevens, chief of the fire prevention bureau of the National Board, and several members of the official staff of the Pacific Board to Marysville, the city council of that city has agreed to purchase a new 1,000-gallon pumper immediately and make provision for the purchase of an aerial truck in the near future. The loss experience in Marysville has been growing worse each year and in spite of efforts of the insurance companies to convince the city authorities that improvements in the fire department were necessary, nothing could be accomplished until last week, when Chief Stevens was able to get the council to agree to the improvements.

Crandall Is Special Agent

L. C. Crandall has been appointed special agent for Los Angeles and vicinity of the Pacific coast department of the Fidelity Union companies, which include the Fidelity Union Casualty and Fidelity Union Fire. He was formerly manager of the southern California branch of the General Casualty, and prior to that was manager of the Los Angeles branch of the Union Automobile. He went to the coast from Lincoln, Neb., when the home office of the company was moved from that city to Los Angeles.

Hartford Field Changes

L. L. George, special agent for the Hartford Fire and Twin City at Salt Lake City, with jurisdiction over Utah and southern Idaho, has been transferred to Great Falls, Mont. He succeeds R. G. Wright, who in the future will operate for the Hartford Accident & Indemnity. E. T. Ford will succeed Mr. George at Salt Lake City. Mr. George has been with the Hartford for the past two years, is a graduate engineer of the University of Utah and was with the Pacific Board at Salt Lake for three years. Mr. Ford has also had many years experience, starting with the Guardian Fire, later representing the C. A. Colvin office and more recently representing the America Fore group at Salt Lake.

State Assurance General Agents

Lamping & Co., Seattle, have been appointed general agents for the State Assurance of Liverpool in Washington, Oregon and Idaho.

Harmony in Brokers Exchange

SAN FRANCISCO, June 20.—The resolution calling for the disbandment of the San Francisco Insurance Brokers Exchange, which it was rumored might appear at the semi-annual meeting today, failed to materialize and "complete harmony" is reported to have prevailed. The slate went through as scheduled with the election of Alfred J. Robertson, Joseph McIlroy, R. E. Myers, William E. Doud, Winthrop P. Austin, Charles H. Turner, Delevan B. Bowley, R. A. Richards and Kenneth C. Hamilton to the board of governors; John G. Schroeder and F. R. Ziel, arbitration committee, and Leslie C. Tubbs, second vice-president.

E. J. Torney's Change

SAN FRANCISCO, June 20.—Edward J. Torney, for the past two years executive special agent for the general agency firm of Swett, Rolph & Crawford, has resigned to enter the brokerage firm of Nichols & Fay.

Prior to entering the employ of Swett, Rolph & Crawford, Mr. Torney was for many years with the Pacific Board and for three years was superintendent of the special risk department of the Automobile of Hartford in this field.

Blue Goose Election

SAN FRANCISCO, June 20.—Richard M. Carr was elected most loyal gander of the San Francisco Blue Goose at the annual meeting last week. K. M. Brown was elected supervisor; E. M. Northrup, custodian; R. S. Swearingen, guardian; C. A. Fletcher, keeper, and John H. Schively, welder. Charles Harris and Walter D. Young, retiring most loyal

gander, were elected delegates to the grand nest meeting in Montreal. W. L. Lovell and H. V. Stockton were elected alternates.

The matter of the group life coverage which has been proposed for all members of the order was discussed in detail and heartily and unanimously endorsed by the members.

Several meetings have been held with a view to having the 1929 grand nest meeting held in San Francisco and local members are hopeful that Messrs. Harris and Young may be successful in bringing next year's gathering to the Pacific coast.

Opens Portland Claim Office

J. B. McMahon has been transferred from the San Francisco office of the Fireman's Fund to act as claim superintendent in Oregon and Washington. His office will be in Portland where fire and automobile departments have been consolidated.

Names Seattle General Agent

The Virginia Fire & Marine has appointed the United General Agency of Seattle general agent for the state of Washington. The firm is composed of the members of the firm of Drumheller, Erlichman & White, a group of Washington business men who occupy a strong position in the commercial and financial circles of the Pacific northwest.

Coast Notes

The Republic of Pittsburgh has decided to enter Oregon and Washington. It is represented on the Pacific Coast by James F. Cobb Company.

George E. Townsend, assistant secretary of the Fireman's Fund, is spending three weeks in southern California on an agency trip.

The LaGrande, Ore., Fire Agents Association has been organized with Charles Reynolds as president; Richard Copsey, vice-president, and Oscar Warnock, secretary-treasurer.

Entry into the marine insurance business has been made by the Martin General Agency, Portland, Ore., which has been appointed sole agent for the state of Oregon for the Yang Tze. Frank Calkins, Jr., has been named as marine manager.

J. G. Watts has left Seattle for Alaska, where he will spend the next four months appraising salmon canneries around Bristol bay. This trip is made every two years by Mr. Watts, who is with the General Appraisal.

Coast Notes

The First American has entered the state of Washington for fire and automobile business.

Frank L. Hunter, Pacific Coast manager of the Norwich Union, is in the Pacific Northwest on an agency trip.

New members were initiated on a week-end cruise of the Seattle Blue Goose, the occasion being the semi-annual meeting.

Harry L. Simpson, Pacific Coast manager of the Connecticut, Westchester and

Virginia F. & M., is in the Pacific northwest on an agency trip.

R. H. Byington, formerly with the American Insurance Agency, Seattle, has been placed in charge of the fire department of the United Insurance Agency, a subsidiary of the United Pacific Casualty.

F. A. Holm, assistant manager advertising department of the Fireman's Fund, leaves Monday for a vacation motor trip through northern California, Oregon and Washington. Mr. Holm is accompanied by his wife and small son.

Langdon E. Boyle, prominent San Francisco insurance broker and head of the firm of Boyle & Co., died suddenly last week while spending the week-end with friends. Mr. Boyle was well known in California. His father was on the staff of General Custer and was killed during the massacre.

IN THE MOUNTAIN FIELD

HAS CASUALTY DEPARTMENT

Gardner General Agency Company of Denver Announces New Activity
—P. J. Glover Is Manager

The Gardner General Agency Company of Denver announces the establishment of a casualty and surety department with P. J. Glover as manager. Mr. Glover has had many years of experience in the casualty and surety business, mainly in the southwest. He was in the field in Oklahoma for some time for the London Guarantee & Accident and later served as joint manager for that company at Dallas, Tex., prior to its withdrawal from that state. For some time past he has been connected

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United States Manager

ARTHUR H. F. SCHUMM
Asst. United States Manager

ORIENT INSURANCE COMPANY

of HARTFORD, CONN.

HENRY W. GRAY - President
HARTFORD, CONN

CHARLES E. DOX, Manager
WESTERN DEPARTMENT

223 W. Jackson Blvd.
Chicago, Illinois

GEORGE O. SMITH - Manager
SAN FRANCISCO

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Satisfactory loss adjusting is of first importance to the successful local agency.

We maintain our own adjustment department to give our agents prompt, complete loss service at all times.

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To safeguard and advance the interests of our agents by consistent betterment of our facilities.

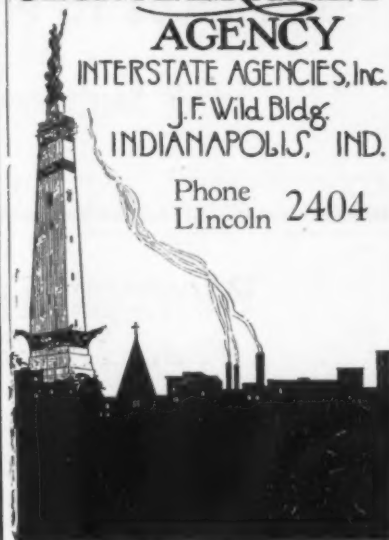
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J. H. VREELAND, President

Assets \$1,747,821.82 Liabilities \$373,586.55
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Fire Insurance and All Allied Lines

SECURITY FIRE INSURANCE CO. of Davenport, Iowa

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**SURPLUS TO POLICYHOLDERS
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The LIBERTY INSURANCE COMPANY

Automobile Insurance—Full Coverage—All in One Policy
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Capital Stock \$250,000—Assets Over One Million
Surplus to Policyholders Over Half Million

Agents wanted in Ohio, Missouri, Kentucky, Michigan,
Tennessee, Kansas, Indiana, Alabama and Florida.

J. R. Jones,
Sec'y & Mgr.

with the L. N. Ewing & Co. general agency at Tulsa, Okla.

Maltby With Great American

Harry C. Maltby has been appointed special agent of the Great American in the Rocky Mountain field to assist State Agent A. L. Jessup. Mr. Maltby succeeds J. W. Loftis, who recently left Denver to go to the Pacific coast as California special agent for the Automobile. Mr. Maltby is a son of Chester Maltby, well known Denver insurance man. He is a brother of Ernest Maltby of Denver, state agent of the Automobile. He has been with General Agent H. T. Lamey and has recently been special agent for Mr. Lamey's office in the Rocky Mountain territory.

Blue Goose Meets June 25

DENVER, COLO., June 20.—The Colorado Blue Goose will hold its annual meeting June 25 in Denver. Officers for

next year will be elected and plans for the group life insurance will be acted upon.

Loss Settled by Court

Lena Del Medico of Pueblo, Colo., carried a fire policy with the Scottish Union & National for \$2,500 on her household goods. The goods were stored in a warehouse supposed to be fireproof. A fire destroyed the place and she sought to collect, claiming that her goods were worth \$3,151. District Judge Samuel D. Trimble after hearing both sides fixed the loss at \$1,250.

Laramie, Wyo., is improving its fire alarm system. The contract has been given to the Western Public Service Company, the cost to be about \$7,750. In return the city is promised reduced rates.

W. C. Hodges, manager; E. N. Harsha, sprinkler engineer, and George M. Danley, inspector, all of the Topeka office of the Kansas Inspection Bureau, attended the Kansas Insurance Day meetings in Wichita last week.

NEWS FROM EASTERN FIELD

EXPERIENCE IN 1927 BETTER

Philadelphia Tightens Up on Large Risks and Unprofitable Lines and Makes Money

PHILADELPHIA, June 20.—As far as Philadelphia is concerned, most of the companies are taking all of the business offered them except in solely unprofitable lines, such as multiple-tenant risks.

Two years ago the companies discovered that their Philadelphia experience was very bad. This condition, according to Philadelphia agents and company officials, was the result of the boom war days. The companies were writing tremendous volume of business and were not stopping to check up on the risks. When the reconstruction period set in, they found themselves with heavy losses. A great share of this was due to the moral hazard.

The British companies were the first to reduce the amount they would accept on jumbo risks. Their action was partly due to the fact that many of them had lost their reinsurance facilities as a result of the bad experience. Most of the other companies followed suit.

Last year, however, all of the companies made money in Philadelphia. The experience was very gratifying. Whether it was due to reduction of the amount accepted on large risks, local men doubt very much. They believe it was due more to the companies refusing to write certain notoriously dangerous lines and cutting down on multiple-tenant risks.

The lower loss ratio is said to be due to more careful underwriting and also to the educational work being done on fire prevention.

Premiums are holding up in this section. As a matter of fact, most of the offices report that their 1928 business shows an increase over the same period of last year.

Now Functioning Successfully

NEW YORK, June 20.—The two divisional branches of the Eastern Inspection Bureau, the one at Boston, under the management of Gorham Dana and M. F. Jones, with jurisdiction over New England, and the other in this city in charge of Louis Harding, responsible for the territory from northern New York to the Virginia line, are now functioning 100 percent under the new arrangement. Both offices have been established in their respective fields for many years. Placing them under central direction as a department of the Eastern Underwriters Association makes for added efficiency and uniformity of risk inspection work. H. Belden Sly is manager of the supervising bureau.

TAKES ACTION ON BROKERAGE

Hudson County, N. J., Underwriters Association Adopts Resolution for Commission Scale

At its last meeting the Hudson County, N. J., Underwriters Association adopted this resolution limiting brokerage commissions to 5, 10 and 20 percent in the territory over which it has jurisdiction:

Whereas the members of the Eastern Underwriters' Association have adopted a scale of commissions for New Jersey of 15, 20 and 30 percent flat, thereby materially affecting the income of the members of this association, which we can only accept under protest, be it resolved:

That we, the members of this association in meeting assembled agree among ourselves to limit the payment of brokerage commission to 10 percent less than the agency commission scale above referred to; and, be it further resolved:

That the Eastern Underwriters' Association be informed of this action; that it be requested to approve this resolution so that its members may be governed by it; and, be it further resolved:

That the Eastern Underwriters' Association be requested to adopt a ruling for the guidance of its members operating in New Jersey, that no agent located outside of Hudson county, east of the Hackensack river, shall be permitted to write business in Hudson county, east of the Hackensack river.

OVER 400 REGISTER AT POLAND SPRINGS MEETING

SOUTH POLAND, ME., June 20.—Over 400 have registered for the annual summer convention of the New England Association of Insurance Agents which opened at Poland Springs today. Thomas C. White of Lewiston, Me., is accepting the reservations and making the assignments.

Two additional speakers have been secured to fill the open hours on Friday morning. Chauncey S. S. Miller, North British & Mercantile, will speak on "Why Not Make the Mail Man Your Salesman?" Benjamin S. Cleaves of Portland, Me., secretary of the Associated Industries of Maine, will speak on "What About This Research Man?"

T. Alfred Fleming, supervisor of conservation of the National Board, has been forced to cancel his address at the meeting because of illness. The committee in charge of the program also received word from Manager Sumner Rhoades of the Eastern Underwriters Association that he will not be able to attend.

Will Have Another Special

The Merchants Fire of Denver will appoint another special agent in the east to relieve Special Agent Peters,

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who is traveling in New York, New Jersey and Pennsylvania. It is the plan of President J. R. Gardner to appoint a man for Pennsylvania so that Mr. Peters can look after the other two states alone.

Establishes Agency Service

Fred W. Groves has established himself as an independent adjuster at Wellsville, N. Y. He will cover the territory comprised by the southern counties of New York and the northern counties of Pennsylvania which are west of Elmira, N. Y. Mr. Groves has had 40 years' experience as a local agent, special agent and adjuster.

Companies Win Utica Case

UTICA, N. Y., June 20.—The Supreme Court in an action for \$25,000 against 11 insurance companies, brought by Armando Michelini, druggist, decided for the companies, which charged the pharmacist overestimated damage to stock and fixtures.

The defendants were Granite State Fire, State of Pennsylvania, Virginia Fire & Marine, Fidelity-Phenix, Standard of Hartford, American Equitable, Globe & Rutgers, Merchants of New York, Standard of New York, Ohio Farmers, and Commerce.

The jury called the sound value of the stock in the store before the fire \$7,350, and the amount of actual damage after the fire, \$5,900.

Farm Losses Show Decrease

BALTIMORE, June 20.—Fire losses on farm property show a decrease for the first four months of the year compared with 1927, according to officials of local fire companies. This is due to a large extent to the fact that the coverage is spread to include practically all buildings on the premises and not confined to farm houses alone.

In most of the writing of farm property, as one agent put it, "everything is covered, even to the chicken house." This method is carried out by all companies in their policies on farm property, where the entire holdings are insured for a certain sum and then this is split up as the insured desires; that is, as long as the proportion is within reason. Farm fire losses have been rather heavy for the past few years, but this condition is beginning to wane and the first four months of this year show a decrease from the corresponding months of 1927.

Would Teach Fire Prevention

BALTIMORE, June 20.—Teaching of fire prevention methods in the schools of Baltimore and in the counties of Maryland should be part of each school's curriculum, according to Deputy Commissioner H. A. Joyce, Jr. If prevention methods were taught in the schools, Mr. Joyce continued, fire losses would undoubtedly be greatly reduced.

Mr. Joyce stated that he hoped some definite action along that line might be taken in the near future by the school authorities and fire departments in the various cities and towns in Maryland.

Philadelphia Has "Insurance Row"

PHILADELPHIA, June 20.—For the first time in its history, Philadelphia now has one street that can be called "Insurance Row," with every first floor office in the block an insurance office.

This has just been brought about, due to plans for tearing down the building at 411 Walnut street for an annex to the Fire Association building and the sale of the building at Third and Walnut streets. Some of the offices have moved to the Bullitt building and as a result the east side of Fourth street, from Sansom to Chestnut street, is now one insurance office after another.

They run in this order: Hartford Accident & Indemnity, Massachusetts Bonding, Hare & Chase, W. J. Snyder & Co., Century Indemnity, William W. Allen & Son, and H. C. Knight.

Discuss Limit on Oil Tanks

BALTIMORE, June 20.—Limiting the capacity of gasoline tanks generally throughout the city might increase, instead of decrease, the fire hazard, August Emrich, chief engineer of the fire department, told the zoning commission last week. The commission had invited in various oil men and people interested in safety and fire prevention to express their views on a regulation in

the proposed new zoning ordinance limiting the capacity of gasoline tanks to 1,500.

"I should hate to see a further limit put on underground gasoline tanks," Chief Emrich said. "The fire board helped draw up the regulations under which we operate now, and which are working to the safety of the whole community. Oil fires are not to be feared if the product is handled according to the present regulations."

Chief Emrich was supported in his views by Walter R. Hough, former president of the board of fire commissioners.

"It is not from the modern filling station that fire is to be feared," said Mr. Hough. "It is from surface tanks and barrels used in garages and back alleys."

Report on Cranston, R. I.

The National Board's report on Cranston, R. I., shows an estimated total fire loss for 1927 of \$106,725. The average annual number of fires for the last five years was 113, and in 1927 the number of fires was 102, giving a loss per fire of \$1,046, a high figure. Based on a population of 34,700 the average annual number of fires per 1,000 population was 43.3, a low figure, and for 1927 the loss per capita was \$2.96, a moderate figure. The city's water supply is adequate, but the quantities available for fire protection are seriously limited by wide spacing of hydrants. The fire department is fairly well equipped but undermanned. The fire alarm system is inadequate and unreliable. In the mercantile districts, fires

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Surplus to Policyholders.....\$1,052,665.27

Is prepared to furnish insurance as follows:

Fire; Lightning; Tornado; Automobile Fire, Theft, Collision, and Property Damage; Automobile Dealers Policies; Rents and Rental Values; Profits and Commissions; Use and Occupancy; Hail and Rain Insurance.

COMPLETE PROTECTION "If it's Automobile Insurance—We Write It"

Whatever the need for automobile protection, a Union automobile agent or broker can render complete service. Here are the coverages this company writes:

**FIRE
THEFT
LIABILITY
PROPERTY DAMAGE**

**COLLISION
100% Replacement
50% Retention
Fender Restriction
Deductible**

UNION AUTOMOBILE INSURANCE COMPANY

HOME OFFICE, UNION INSURANCE BUILDING, 1008 WEST 6TH ST., LOS ANGELES

Assets December 31, 1927.....\$2,759,938.57

should be confined to the building of origin. Manufacturing plants or groups are well supplied with private fire protection and the hazard is mild. Owing to the many wooden shingle roofs the hazard of flying brand exists in all sections of the city. Because of the extensive outside fire department aids and the lack of congestion, only small sections should become involved.

Eastern Notes

The Public Fire of Newark, has been licensed in Maryland.

The Mutual Insurance Company of Washington County, Md., has been changed from a mutual to a stock company.

George A. Park of the Worcester, Mass.,

local agency of Tatman & Park, died recently. Mr. Park was 72 years old and was prominent in the business life of the Worcester for nearly half a century.

E. R. Andrews, for the past five years on the staff of the General Adjustment Bureau in its Boston office, has been transferred to the office at Scranton, Pa., to assist in handling adjustments in northeastern Pennsylvania territory.

Eastern Notes

The Philadelphia National has been admitted to Massachusetts. It has named Gilmour, Rothery & Co. of Boston as agents of record.

Angela M. Reynolds, Dena Snyder and Paul A. Ulman have formed a partnership in the name of the United Insurance Brokers and have opened offices in the Calvert building, Baltimore.

IN THE CANADIAN FIELD

BEST SHOWING IN 25 YEARS

Final Figures of Dominion Department Show 1902 As Only Year With Better Record Than 1927

OTTAWA, ONT., June 20.—Final compilations by the Dominion department show that 1927 was more favorable for the fire insurance companies than any on record, which extends back to the year 1869, except 1902, when the loss ratio was 39.26 percent, compared with 41.1 percent in 1927. The 1926 loss ratio was 49.19 percent.

The net premiums written last year, showed a decline of \$1,569,009 from 1926, while losses incurred registered a decrease of \$4,816,884.

The total fire waste in Canada was reduced \$16,000,000. The constant agitation on the part of the Dominion Fire Prevention Association, Association of Canadian Fire Marshals, and the work of the Canadian Fire Underwriters Association in investigating suspicious fires has had a good effect and has brought to the minds of the Canadian people the seriousness of the question of fire waste as a matter affecting economically the entire nation.

In 1927 the business of fire insurance was transacted by 203 companies. Of these 44 were Canadian, 64 British, 87 United States and eight foreign. The field is still attracting new competition. During the year there have been licensed in Canada for the first time four United States, two British, one Canadian and one Swedish company. The absence of serious conflagrations was again marked.

New Lightning Rod Act

EDMONTON, ALTA., June 20.—A lightning rod act comes into effect in Alberta July 1. The act prescribes the kind, quality and quantity of materials to be used, and gives regulations covering installations.

British Columbia Conditions Reviewed

At the annual meeting of the British Columbia Underwriters Association at Vancouver, with John Anderson presiding, the chairman stated that the 1927 premium income of the companies which are members of the association was \$4,836,687, compared with \$4,980,843 in 1926. The loss ratio was only 36.51 percent in 1927, as compared with 48.99 percent in 1926. The membership is now 151 with 15 associate members, an increase of seven during the year. The merger of the automobile and fire branches came into effect March 1 and the results proved very beneficial.

Canadian Managerial Changes

B. M. Armstrong of Winnipeg has been appointed branch manager of the Columbia of New Jersey for the western provinces.

A. S. Knight & Co. of Winnipeg have been appointed general agents of the British Colonial Fire for the province of Manitoba.

The London & Lancashire Guarantee & Accident announces the resignation of N. J. Ross as casualty manager for Quebec and the maritime provinces, and the appointment of A. S. Booth, formerly

manager of the fire department at Montreal. J. A. Bail has been appointed on the staff of the casualty department.

Company Enters Alberta for Hall

The Metropolitan Underwriters of the Home of New York has been granted license to write hall insurance in the province of Alberta, Canada. The Metropolitan Underwriters was entered in Alberta to provide hall writing facilities to general agents of the City of New York, a member of the Home group, which is not authorized to write the coverage in the province.

Manufacturers' Report on Insurance

TORONTO, June 20.—The report of the Insurance committee of the Canadian Manufacturers' Association, presented at the annual meeting here, refers among other items to educational work being carried on towards increased use of automatic sprinklers. It states that there are now about 2,000 of these installations in Canada. No loss of life from fire in these sprinklered properties is known, while only 9.6 percent of the fire losses have reached more than \$5,000, as compared with 62.4 percent in the case of fires where there were no sprinklers.

The committee also referred to the licensing by Ontario and Quebec provinces of several of the New England mutuals. The Dominion government had refused to license these without the usual deposit obtained from stock companies. The courts, however, decided that the subject was one coming under provincial jurisdiction, and the provinces accordingly passed laws permitting them to obtain provincial licenses.

Quebec Brokers Association Elects

MONTREAL, June 20.—The Insurance Brokers Association of the Province of Quebec held its annual meeting here last week. The officers were elected: President, J. F. Parisien; executive committee, D. A. Hanson, chairman; P. A. Boutin, Quebec; J. B. Fontaine, C. H. Hanson, E. Courtois, J. A. Demers, J. C. D'Auteuil, P. G. Majeau, H. Raymond, F. J. Conway, J. A. Paradis, A. I. Gravel, A. McBeau, G. S. L. Retallack, M. A. Gauthier, J. Simms and J. Lacroix.

Losses for Year Increase

According to the "Monetary Times," fire losses in Canada from Jan. 1 to June 6 are estimated at \$3,268,100, as compared with \$8,503,850 for the period from Jan. 1 to June 8, 1927.

Losses for May are estimated at \$2,860,200, as compared with \$1,338,300 for the same month last year. The losses are divided by provinces as follows: Alberta, \$1,107,300; British Columbia, \$218,000; Manitoba, \$4,800; New Brunswick, nil; Nova Scotia, \$127,000; Ontario, \$510,100; Quebec, \$209,500; Saskatchewan, \$183,500, with an estimate of \$500,000 for unreported losses making up the total.

Meeting in Montreal

The annual meetings of the Canadian Casualty Underwriters' Association and the Canadian Automobile Underwriters' Association will be held in Montreal this week. Operations under the new workmen's compensation act of Quebec province will be fully considered by the former.

The main topic of importance will be

how to handle the undesirable risks that will be thrust into the hands of the companies when the new act comes into force this fall. There is a suggestion that these undesirable risks be pooled, but it seems doubtful if this plan will meet with favor from the companies. Another plan is the Wisconsin plan, whereby a board would be appointed to consider all undesirable risks, and steps taken to improve conditions in the risk.

In the automobile field the report will record very remarkable progress made the past year in bringing non-tariff companies together, and also the success attending the working out of the new plan of rating formulated recently.

Transfer Dominion Gresham Policies

WINNIPEG, June 20.—It is reported that many brokers are transferring their clients' policies in the Dominion Gresham Guarantee & Casualty, now in liquidation, to other companies. The liquidated company has now lawsuits aggregating \$2,000,000 filed against it by the Dominion government, and until the outcome of these suits is settled, no one

can say what will happen in regard to the company's affairs.

Canadian Notes

The Federated British has been licensed in Canada to write tornado insurance.

John Cochrane of London, general manager of the British Oak, accompanied by R. W. Nash, Canadian manager, was in Winnipeg last week.

At Vanguard, Sask., damage estimated at from \$30,000 to \$50,000 was caused by a fire which destroyed the Henderson coal yards, and the province and pool elevators. In one elevator there were about 2,000 bushels of wheat and in the other about 3,000.

In the fire at the Canada Biscuit Company stock warehouse in Winnipeg, damage to the building was not heavy, but some \$60,000 was lost by smoke and water damage to the stock. The fire started in the basement and is believed to have been caused by the motor in the elevator.

The old McLean Block, one of the landmarks of Winnipeg, was the scene of a fire which broke out in the basement from an unknown cause, in the Radio cafe, and spread to the Club, tobacco and poolroom. The damage is estimated at about \$50,000.

MOTOR INSURANCE NEWS

OPINIONS ON COLLISION CLASH

Fire Company Men Believe Volume Writing Would Result in Better Experience on Line

Fire company representatives express an opinion directly opposed to the opinion of casualty company men as to the possibility of increasing the volume of automobile collision business and thereby creating better experience on the line. The fire men say that the principal reason for the casualty companies' bad experience is that the casualty companies have not the secondary city, small town and village agency plants that the fire companies have and therefore do not obtain much country business, which the fire companies writing automobile covers consider the cream of the business.

Fire company representatives also say that the casualty companies' liability rates, considered excessive, are having a hampering effect on the writing of the automobile line for the casualty and the fire companies. An opinion held generally enough to merit consideration is that the casualty companies would do themselves and the fire companies a good turn if they would stop writing collision altogether. The result that would be effected would be not alone an increase of collision premium income for the fire companies, but also would give the fire companies better opportunity to meet the competition presented by automobile mutuals and reciprocals and cut-rate stock companies.

Companies in this class that are domiciled in Illinois wrote in excess of \$7,000,000 of automobile premiums in 1927, which was an increase of approximately \$1,000,000 over their 1926 writings. Few of the organizations whose premium figures are known operate far outside the Illinois boundaries. A similar condition prevails in the other heavily populated states. Much of this business, fire men believe, could be written by fire or casualty companies or both if a better fire-casualty rate agreement could be effected.

Joins the Firemans Fund

Alfred A. Muller will succeed Gilbert L. Kerr, recently resigned as supervisor of the automobile department of the Fireman's Fund and of its running mate, the Home Fire & Marine, in New York and New Jersey. Mr. Muller at present is superintendent of the automobile branch of the Fred S. James & Co. organization in New York, with which office he has been connected since 1919. Prior thereto he was connected with the automobile department of the North British & Mercantile for a number of years.

ANDREW CANN IN NEW POST

Succeeds Willard Love as Chicago Manager of Indemnity Company of America—With Office Before

Andrew J. Cann has been appointed Chicago manager of the Indemnity Company of America. He succeeds Willard H. Love, who has resigned. In taking the position Mr. Cann returns to a company with which he formerly was connected. He was Chicago manager for the Indemnity of America from 1922 to 1927. During those years Mr. Love was superintendent of claims in the Chicago office under Mr. Cann, and was made manager when Mr. Cann resigned. William J. Lemp, vice-president and treasurer of the company, was in Chicago to make the appointment.

Benno Bronnum has been given charge of claim work in the Chicago territory.

Will Take Larger Space

The Indemnity of America will move Nov. 1 from its offices in the Insurance Exchange to A-1614 Insurance Exchange South, where it will occupy larger quarters than those now occupied.

Mr. Lemp reports that the company enjoyed better business the first five months of this year as to volume, class, loss ratio and collections than in any similar period in its history.

New Southwest Motor Association

WICHITA, KAN., June 20.—The Southwest Motors Association has been chartered with headquarters in Wichita and expects to operate as an "automobile club" all over the southwest. The charter granted includes among other purposes the right "to sponsor the improvement of motoring conditions and seek for the uniformity of traffic ordinances," but does not mention the right to furnish "cut-rate" automobile insurance to members as is frequently the purpose of such organizations.

Arrange for Truck, Cargo Insurance

LINCOLN, NEB., June 20.—A uniform system of truck and cargo insurance has recently been arranged for by the Nebraska Motor Transport Association. The association will issue its own policies to members, written at offices of the Highways Motor Underwriters at Lincoln. Rates will be adjusted each year, according to loss experience.

Some Interest in Motor Merger

NEW YORK, June 20.—Automobile underwriters here are taking only a general interest in the reported intended merger of the Studebaker and Pierce-Arrow automobile companies, appreciating that the consolidation, if effected, would have no particular insurance

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angle. The assets of the two corporations, should they merge, would be approximately \$160,000,000 compared with \$245,000,000 for the Chrysler-Dodge combination; \$742,056,000 for the Ford Motor Company and \$1,098,477,000 for the General Motors Corporation. In 1927 the Studebaker Company sold 116,740 cars, while the Pierce-Arrow people disposed of 6,046 pleasure cars and 706 trucks.

Missouri Hearing on Fleet Abuse

ST. LOUIS, June 20.—The Missouri department is again on the warpath against insurance agents who abuse the fleet plan in writing automobile insurance and

a hearing will be held at Jefferson City June 22 to consider ways and means of ending the evil.

"There have been repeated and flagrant abuses of the use of the fleet classifications of automobiles for insurance premium rating purposes," the announcement sent out by J. A. Rathbun, deputy superintendent, said. "Consequently, I believe steps should be taken by the department for the purpose of correcting this situation."

The Fire Underwriters Association of St. Louis was requested to inform all its members of the Jefferson City hearing. This was done.

MARINE INSURANCE NEWS

JEWELERS BLOCK POLICY UP

Decision in Disputed Case That Was Handed Down by U. S. Circuit Court of Appeals

In an action upon an "all-risks' jewelers' block policy" to recover for loss of unset diamonds, the diamonds had been put by plaintiff's traveling salesman into his trunk which he delivered to the agent of a transfer company for transportation to a railroad station. The trunk was stolen from the truck on the way to the station. The policy provided that "the property insured is * * * precious stones * * * while the same are (save as hereinafter provided) in or upon any premises or place whatsoever or being carried on in transit by land or water anywhere in Holland, Belgium and the United States of America. Sendings of property insured under this policy, in so far as the same are not personally carried, must be forwarded by registered post, provided always that, where, owing to postal regulations or laws of the country from which the property is being forwarded, such goods are prohibited from being despatched by registered post, the same may be forwarded by parcel post or through a public forwarding office providing that a declaration is made at the time of despatch of 5 per cent of the value of the goods, not exceeding a declaration of francs 10,000." This was a new form of policy of which there had been no previous judicial construction. This court, reversing the lower court,

Held, that the policy did not cover the loss. The court, construing the policy, said that the general statement of risk covers property being carried or in transit within any one of the three countries. The "sendings" paragraph limits the risk while it is being carried or in transit to personal carriage and forwarding by registered mail. The proviso allows as an exception to the general limitation an alternative method of forwarding upon the condition stated therein. If the conditions cannot be complied with or if the proviso is limited to international shipments, then that alternative is not open to the assured in sending within the United States. The court stated that the diamonds were not being personally carried at the time of the loss, for it was

clear from the proviso that property delivered to a public forwarding office was not deemed to be personally carried.—Eagle Star & British Dominions vs. Schliss, U. S. Circuit Court of Appeals, 2nd circuit, New York.

Carlisle Joins Fireman's Fund

T. M. Carlisle has been appointed special agent in the western branch of the Atlantic marine department of the Fireman's Fund, the headquarters of which is in Chicago. Mr. Carlisle for the last two years traveled the Iowa field for the National Security. S. L. Vendevort is manager of the western branch of the Fireman's Fund Atlantic marine department.

Company Wins on Exclusion

In the case of Hoffman Bros. vs. Commercial Union on a claim under an all-cover jewelry floater, the Court of Appeals of New York has just decided in favor of the company. A salesman hired a porter or messenger to carry a trunk for him during the day in Cleveland. They became separated owing to the throngs of people on the streets and the porter or messenger failed to show up with the trunk at the place to which he had been directed to carry it. The policy covered any loss except from theft or other acts or omissions of a dishonest character on the part of the assured or any agent or employee or servant or director. The porter was held to be a messenger or servant and not a common carrier, although he hung around the hotel for the general purpose of securing such odd jobs. His act was, therefore, held to come within the exception and the judgment in favor of the company was affirmed.

Cover Musical Instruments

HARTFORD, June 20.—An attractive new folder describing the insurance protection available for musical instruments has just been issued by the Automobile.

The attention of music teachers, amateur and professional musicians, and collectors of rare musical instruments is drawn to the fact that the company is prepared to insure all types of instruments against fire, theft, burglary, automobile smash-up, train wreck or loss by accident.

Aid Gathering of Data

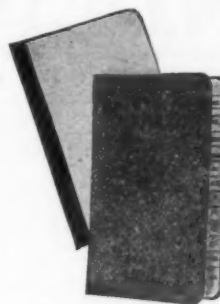
DETROIT, June 20.—It is expected that the National Air Tour, which leaves this city on June 30, will aid the insurance companies in securing valuable data on aircraft coverage.

Petrie, of the Western companies of Fort Scott; for bogey, Cassell, of the London Assurance, for low gross, and Sonnen, of the Liverpool, for high gross. It is said the real achievement was Sonnen's as there was a bunch of hot scores turned in.

Rye Swings Around the Circle

Fred A. Rye, vice-president of the Public Fire of Newark, is taking a swing through some of the western cities and will then go to the Pacific coast. The company is now entered in Illinois, Indiana, Kentucky, Michigan and Minnesota in the central west. It has applied for admission to Tennessee, Wisconsin and Missouri.

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FORM 521—Printed in Blue, as illustrated below; Patented Block Index Tabs; Tag Board Cover; 32 Double Pages; Size when closed, 6 1/4 x 4 1/4 inches. PRICES, Tag Board Cover: 1,000, \$135.00; 500, \$75.00; 200, \$32.75; 100, \$18.75; 50, \$9.50; 25, \$4.50; 12, \$2.50; 1, 25c. Red Keratol Flexible Cover: 1,000, \$235.00; 500, \$130.00; 200, \$57.50; 100, \$32.50; 50, \$16.50; 25, \$8.50; 12, \$4.50; 1, 45c. FORM 522—Pen ruled, as illustrated below; Cut-out Tab Index; Tag Board Cover; 25 double pages. PRICES, 1,000, \$225.00; 500, \$125.00; 200, \$51.25; 100, \$30.00; 50, \$15.50; 25, \$8.50; 12, \$4.50; 1, 45c. FORM 522—(Same ruling as 520, having cut-out monthly tabs) Flexible Red Keratol Cover; 52 double pages. PRICES, 1,000, \$275.00; 500, \$150.00; 200, \$75.00; 100, \$37.50; 50, \$19.00; 25, \$10.00; 12, \$5.00; 1, \$1.00.

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GOLF FIELD DAYS ARE

BECOMING EPIDEMIC

Gold field days are becoming epidemic in Illinois and the work of a field man is becoming a continuous round of gaiety. Shirley E. Moisant began several years ago to invite the field men and many of his agency friends once a year to an outing at Kankakee. These outings were successful that others have taken up the idea. Last week Jean A. Pope, of Moline, had about 40 guests. The next day, Thursday, the crowd journeyed over to Savanna, Ill., where they were guests of Hans P. Greison. At Savanna the golf prizes were won by Slattergren, of the Aetna Casualty;

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(CONTINUED FROM PAGE 3)

eral good conduct of the business than in those communities where strong effective local boards exist.

Should Look to Cause

"Not long since I had occasion to say that there was a feeling of uncertainty and unrest both on the part of companies and agents in this country, growing out of the present trend of the insurance business. It is perhaps unnecessary to pause here to cite illustrations of this fact. This trend is known to all men who are students of insurance conditions in this country.

"One should undertake in a discussion of insurance conditions to try and look to the causes that have produced a given effect, and the logical way to do this is to reason from effect back to cause.

"After all, our problem is not so much whether the fire is attacking our own homestead as it is, will the conflagration reach our vicinity? The experiences of humankind lead us to believe that by no dispensation of divine providence are we guaranteed protection from these elements of adversity which are likely to afflict mankind generally, and when a condition adversely affecting insurance breaks out in the south or the middle west or on the Pacific coast, the nervous system of the business is so constituted that an instant reaction is felt everywhere."

President Harrington then cited some present conditions that are causing unrest. The change of supervision in Virginia, the Missouri rate and impounded premium situation and the California bank agencies were commented upon. In drawing conclusions, he said:

Lessens Business Morale

"All these conditions have resulted in the lessening of morale within the business. Along with this is an idea advanced by some that companies and agents are not as close together as they used to be. Various answers are assigned to these several questions. My good friend and past president of our National association, George Markham, says that the answer is single agencies, definitely placing the responsibility of the company representation on a single agent in a community. Others say that the answer is a contingent commission, thereby creating a closer interest on the part of the agents in the underwriting. Again it is advanced that the answer lies in effective local boards in every community. Some believe that the plan of promotion of local boards under joint company and agency regulation would tie the two interests together in bringing about better conditions. Others feel that rigid agency qualification laws will be helpful. Others, that a study by the companies of the sales problems of the agents and giving them more understandable merchandise to sell will be beneficial.

Rigid Standards Coming

"I am inclined to think that all of the proponents of these respective ideas are more or less right. Some of them the agents can bring about themselves if they have the will to do it, and certainly we have no right to ask anyone

to do something of us which we are able to do ourselves. It can only be done by organization. At Atlantic City a couple of years ago integration of the American agency system was proposed by Judge Conn, then president of the insurance commissioners' convention, and Walter Bennett, our secretary-counsel. I was not willing then, nor am I now, to subscribe to all of the advanced theories advocated by these distinguished gentlemen. But I do believe that over the span of coming years you will see set up within our organization some rigid standards of membership; and following this membership in the National association will in itself assure to the public that: 'Here is a qualified agent.'

Problems Are Mutual

"The time has now arrived when the companies and agents must realize that their problems are mutual, that there must be no legislating one against the other. The National association must dedicate itself to the task of making of its members better representatives for their companies and better business men of themselves. Companies should lend their efforts to the upbuilding and strengthening of the agency forces. They must give study to their problems. They must realize that this business cannot be built by the indiscriminate appointment of agents, bringing about a situation of no profit to those who are conscientiously attempting to conduct the business. Some thought should be given by them to a plan to be worked out in cooperation with the organized agents of the adoption of certain fundamental local board rules which can be applied nationwide and which can be adapted to meet local conditions by a joint committee of companies and agents. Agents are sorely pressed with a mounting expense ratio of conducting their business, a declining premium income from the lowering of the premium rate and a loss through the appointment of automobile finance companies and lending companies of various kinds, takes from their books business which properly belongs to them. The business of writing insurance in the communities must be placed in the hands of the legitimate insurance agent who is serving the public as such and who has qualifications beyond the mere arbitrary control of premium income.

"By concerted action along these lines there can be built a servicing and selling organization for the institution of insurance, equalled by no other business in this country. The agency force is fully competent and capable of realizing the full possibilities of such a situation, and we bespeak for ourselves the earnest consideration of the companies in giving serious thought to bringing about this much desired condition."

Add to Glens Falls Home Office

E. W. West, president of the Glens Falls, announces construction of a three-story addition to the main building in Glens Falls, N. Y., will be begun within the next few weeks, to be completed by winter. This will add 30,000 square feet of space to the home offices of the Glens Falls, Glens Falls Indemnity and Commerce. A \$500,000 five-story structure now houses the companies. Preliminary work is already under way.

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DEPARTMENT FILE SHOWS WHY CHEAP INSURANCE IS NOT A GOOD INVESTMENT

IN the Pennsylvania insurance department is a file whose contents bear mute evidence to the oft-repeated statement that it is never a good investment to buy cheap insurance. The file contains complaints from many sections of the country that the insurance writers had ceased to exist when they had a loss.

Records in the file show that William George & Co., and their associated underwriters, J. P. Wilkinson & Co. of Wilmington, Del., Philadelphia, and Newcastle-on-Tyne, Eng., placed all of this business in foreign insurance companies, none of which are licensed to do business in any state of the union.

The companies they claim to represent in their booklet are L'Espoir Mutual of Paris; L'Epoque Insurance & Reinsurance of Paris; Universal Key Registry & Insurance Association, Glasgow, Scotland; Colonial of Lisbon, Portugal; La Loyaute Insurance & Reinsurance of Paris, and the Eastern of Newcastle-on-Tyne, Eng.

All of their business, according to the Pennsylvania insurance department, is written by mail. Their activities seem to center in small towns. Complaints

of non-payment of losses have been received from Canada, Oklahoma, Florida and Missouri. The latest complaint received was from Oklahoma. The assured had taken a policy from the Keystone Agency of Camden, N. J., which, according to the insurance department, is the New Jersey end of William George & Co., in the British Commerce Company.

When the loss was filed and not paid, the assured wrote the New Jersey insurance department and was in turn referred to the Pennsylvania department.

"One man," said A. G. Costello, deputy insurance commissioner, "came here all the way from Canada to collect. When we suggested that he prosecute, he decided to pocket his loss of \$500 and returned home."

"Of course, most of the business William George & Co. writes is business that other companies would not accept. At the same time, if they take the business, then they should pay losses when losses arise."

"Some day the insuring public will realize that it pays to take out insurance in sound, reliable insurance companies and not try to buy cheap insurance."

INDIANA FIELD MEN GATHER AT WAWASEE

(CONTINUED FROM PAGE 5)

NATIONAL UNDERWRITER to indicate the extent of the decline. "Union companies are not holding their own in the west," he said.

The speaker decried the statement that field men have less responsibility today than previously, saying that in fact they have more. He said that once he scouted the value of town inspections but now he believes field men should conduct more and more thorough inspections, that they should do more follow-up work after inspections and that companies should insist they do both. He said inspections are a vital factor in public relations work, and that this work is one of the principal duties of the field man. He also urged the presence of stock company representatives at conventions of bankers and other business groups.

Following his address, which preceded the business meeting, Mr. Street left for New York. Visitors at the convention who were not on the program included Thomas T. North, Chicago adjuster; William Leonard, of the Chicago office of the Firemans Fund, formerly an Indiana field man for that company, and J. A. Webber, Indianapolis manager of the Western adjuster.

At the close of the Union field men's meeting, the organization's members presented Mr. Meek with a costly watch. O. E. Green made the presentation speech.

Bureau Club Elects

The Indiana Field Club, Bureau organization, elected the following officers: President, Dana L. Jones, state agent, Ohio Farmers, who was vice-president last year; vice-president, Charles F. Engle, state agent Milwaukee Mechanics; secretary-treasurer, W. H. Yager, state agent Superior and National-Ben Franklin. Ross Moore, state agent Concordia, and Chester Yount, special agent Globe & Rutgers, were elected executive committeemen.

The field club meeting transacted little routine business. Charles J. Richman, state agent American of Newark and retiring president of the club, reported that balance collections have materially improved in the last year.

The annual Blue Goose banquet was held Tuesday evening. Clarence C. Wysong, Indiana insurance commissioner, presided as toastmaster. John

F. Stafford, Chicago, western manager of the Sun, was the principal speaker.

Mr. Stafford spoke on the value of good fellowship to individuals and association and said that it is eliminating bad practices in Indiana. "If the state of Indiana ever goes wrong insurance-wise," he said, "it will be because someone has slipped. There is good cooperation in Indiana, but greater effort will be needed in 1928 than was needed in 1927 to keep the business operating properly."

Mr. Stafford presented past most loyal gander pins to Homer G. Meek of the London Assurance and Clyde Blackard of the New Hampshire.

The following were the winners in the golf tournament Tuesday afternoon: First low net, Thomas T. North, Chicago; second low net, J. R. Hull, L. & L. & G.; third low net, George Peet, Terre Haute manager Western Adjuster; low gross, Vergil Rovy, Travelers; second low gross, J. R. Stephenson, Yorkshire; third low gross, Thomas R. Dungan, Fidelity-Phenix.

Election of Officers

On Wednesday morning the Indiana pond of the Blue Goose elected the following officers: Most loyal gander, Lon D. McConnell, American of Newark; supervisor of the flock, G. J. Daseke, Connecticut; custodian of the goslings, Ross Moore, Concordia; guardian of the pond, Robert Fitzgerald; keeper of the golden goose egg, P. J. Mangan, Royal; wielder of the goose quill, Irving Williams, Rough Notes.

Homer Meek, retiring most loyal gander, was elected delegate to the grand nest meeting at Montreal. Commissioner Wysong attended the meeting as a member of the pond and participated in the proceedings.

The Indiana Field Men's Relief Association reelected the following officers: President, James A. Bawden, American of Newark; Vice-President, Clyde Blackard, New Hampshire. W. H. Bruner, president of the Indiana Association of Insurance Agents, was a guest at the Blue Goose banquet Tuesday evening and extended an invitation to the field men to attend the National association meeting at West Baden, Ind., the third week in September.

Sussex Fire Exchange

The recently formed Sussex Fire of Newark, N. J., will seek entry into New York, Pennsylvania, Ohio, Illinois, Connecticut and California at an early date.

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The National Underwriter

June 21, 1928

CASUALTY AND SURETY SECTION

Page Forty-seven

COMPANY MEN ATTEND PLATE GLASS MEETING

Downward Revision of Rates Expected as Result of Conference

COMMITTEE IS APPOINTED

Submit Statistics Disclosing Experience of Companies—W. F. Moore Unable to Attend

NEW YORK, June 20.—A downward revision of plate glass insurance rates in territories throughout the country where such procedure would be justified by loss records, will likely follow the general gathering of representatives of some 40 odd casualty writing companies here yesterday. It has been the thought by many officials that existing rates in particular fields might properly be reduced, and such appeared to be the very general conviction at Tuesday's meeting. The definite action taken was the appointment by Norman Stevens of the Aetna, who served as chairman of the gathering, of a committee composed of Messrs. Woods, Lloyds Plate Glass; Kingsbury, Globe Indemnity; Garrison, Travelers; Michelbacher, Great American Indemnity; Tubman, Maryland Casualty, and French, New York Casualty. The committee will review the general subject of rates and recommend to the respective rating bureaus in which they hold membership, reductions where these seem warranted.

Seek Working Agreement

It was also agreed that the chairman name a second committee to endeavor to bring about a close working agreement between the plate glass department of the National Bureau of Casualty and Surety Underwriters and the W. F. Moore Rating Service. Mr. Stevens will announce his appointees later. In addition to the company men A. W. Whitney, acting general manager of the National bureau, together with two of the organization's actuaries were in attendance.

Statistics disclosing the experience of various companies segregated into particular territories were submitted. These will form a basis for mature consideration by the committee on statistics of the informal conference, for such recommended action as it may later advocate.

W. F. Moore was prevented by illness from attending the gathering, a fact that elicited sincere regret. The prevailing opinion appeared to be that company executives and their divisional managers should have a more intimate voice in the question of rate making than they have had hitherto, and such policy is likely to be adopted in future. Association companies complain of the loss of business to nonaffiliated institutions; such competition in conjunction with the rate reductions that have been

SAME OFFICERS FOR TWO CINCINNATI COMPANIES

AMERICAN LIABILITY LINEUP

Western & Southern Executives Assume Control — Separate Corporation Formed for Casualty Company

CINCINNATI, June 20.—The name of the new company organized by the Western & Southern Life to take over the American Liability is the American Liability & Surety Company. It was incorporated Tuesday of this week with a capital of \$300,000. The officers and directors are the same as those of the Western & Southern.

At the meeting last week the old officers of the American Liability of Cincinnati resigned and new officers were installed to coincide with those of the Western & Southern Life, which company has taken over the American Liability. A new corporation will be formed by the Western & Southern interests with exactly the same stockholders as the Western & Southern, and with a broadened charter and increased capital, which will reinsure the business of the American Liability.

The officers of the Western & Southern and the American Liability are: W. J. Williams, president; Charles F. Williams and Clyde P. Johnson, vice-presidents; John F. Ruehlmann, secretary. The active underwriting head of the casualty and surety company has not yet been selected.

The Western & Southern Life is also understood to be considering the purchase of other companies in the life, fire and casualty fields.

Moray Speaks on Aviation

BOSTON, June 20.—What opportunities does the rapidly expanding aviation industry hold for insurance? How can insurance cooperate—to further its own business—with the manufacturer of planes and parts, the airway operator, the landing field operator, the business men who in increasing numbers are seeking to use this new business tool—aviation—to increase profits?

These and other questions revolving about the close community of interest between aviation and insurance will be discussed by Norman R. Moray, vice-president and general manager of the Hartford Accident & Indemnity, at the second New England Aviation Conference called by the New England Council for June 21-22 in Boston. He will speak on "Aviation and Insurance."

The conference, in addition to Mr. Moray's talk, is expected to provide much of interest to insurance men as well as those in all types of business, and a large attendance is expected. The general subject of the conference will be "The Business Aspects of Aviation."

adopted within the past year has created individual company premium losses since Jan. 1 of anywhere from 10 to 35 percent, compared with the returns of the similar period of 1927.

SURETY SETTLEMENT IS STILL OPEN AT CHICAGO

SOME COMPANIES HOLD BACK

Leading Office Withdraws from Conference as Regards Kansas City Business as Well

NEW YORK, June 20.—Just as it was assumed that the fidelity and surety acquisition cost situation in Chicago had been satisfactorily settled, following the recent conference in that city between a subcommittee of the national agency committee and representatives of the Chicago agents' organization, it develops that one of the powerful companies has resigned from the acquisition cost conference as respects both Chicago and Kansas City, its action being induced by what it considers unfair treatment by the governing body in permitting certain competing offices to maintain four or five preferred agencies in Chicago while it is restricted to two.

Complaint on Kansas City

The complaint with regard to Kansas City is the reputed failure of four companies to advise their representatives in the latter community of the reaffirmation of the conference rules and regulations and their insistence that these be strictly observed by all agents. It was agreed that such notice would be sent out early in June, but up to a recent date four offices are said to have overlooked the requirement.

While protesting against the agency representation situation in Chicago, the retiring company makes very emphatic its determination to observe strictly the 20 percent brokerage agreement and its willingness to conform to every requirement equally binding upon all of its associates. It does not seek preferential treatment but insists that it be not discriminated.

Seek to Harmonize Matters

Against an effort to harmonize the matter is being made by the controlling body and it is anticipated this will shortly come about. In the absence from town of Secretary H. P. Stellwagen of the acquisition cost conference, no information could be obtained on the subject from the controlling body, while officials of the company credited with having filed its resignation declined to discuss the matter.

CHICAGO ACTION DELAYED

Appointment of an arbitrator to enforce the fidelity and surety acquisition cost rules drafted by the Surety Underwriters Association of Chicago and accepted by the Chicago subcommittee of the national agency committee is being delayed pending the signing of the pledge to adhere to the rules that has been presented to home office executives of the companies concerned. The feeling in Chicago surety circles is that the rules will be made effective without hindrance by any of the companies at interest.

Excepting for the arbitrator and district agency clauses the rules recently submitted are identical with those submitted last November, which caused ob-

(CONTINUED ON PAGE 51)

COLONEL CARRUTH IS CONVENTION SPEAKER

Addresses Mississippi Agents On Subject of Bank Depository Bond Business

ASKS FIELD COOPERATION

Memphis Manager of Fidelity & Deposit Tells Producers Essential Steps in Placing Risk

Col. R. Hill Carruth, Memphis manager of the Fidelity & Deposit, addressed the convention of the Mississippi Insurance Agents Association at Biloxi on "Bank Depository Bond Business." In part Colonel Carruth said:

"A bank depository bond is a finan-



COL. R. HILL CARRUTH

cial guarantee given by the bank to guarantee a special deposit—in most cases public money. It is conditioned that the bank will on presentation honor all checks drawn against the guaranteed deposit. The purpose of the bond is to protect the depositor against loss in the case of bank failure. The bond being a financial guarantee, the application for same places the surety in considering it in a similar position to the bank when its officials are considering the application for a loan. The same credit judgment is applied. While the surety does not actually loan money, the credit which it extends to the bank in the execution of its bond is similar in every detail, for if the bank fails, the surety must put up its cash to cover the loss to its guaranteed depositors.

"The relationship between the bank and its depositor is that of debtor and creditor. The placing of a public fund

(CONTINUED ON PAGE 50)

OFFICIALS PAY HIGH TRIBUTE TO C. M. HANSEN

FORMED SEVERAL COMPANIES

Financing of International Reinsurance Brings Much Favorable Comment from Casualty Men.

NEW YORK, June 20.—The successful organization by Carl M. Hansen of the International Reinsurance of Los Angeles, with a fully paid-in capital and surplus of \$3,000,000, continues to afford a subject for lively discussion by casualty and surety officers of the east, all of whom pay high tribute to the energy and resourcefulness of Mr. Hansen, who seemingly has no difficulty in securing abundant financial backing for whatever enterprise he undertakes.

Pioneer in Accident Prevention

Mr. Hansen first came into general prominence through his accident prevention work as secretary and chief engineer of the National Workmen's Compensation Service Bureau some years ago. His sensible suggestions for safeguarding employees in manufacturing plants throughout the country against accidental injury elicited warm commendation from owners of such properties, as well as from casualty company officials. Successfully he formed several reinsurance companies in the east, resigning as vice-president and general manager of the General Reinsurance of this city several months ago, to undertake the launching of a new institution on the Pacific coast. Not only did he manage to complete the enterprise without a dollar of expense, but the stock was over-subscribed by nearly 50 percent, evidencing the belief of big business both of the east and of the west in the soundness of the proposition and their faith in its promoter.

Establish Other Offices

Although the chief offices of the International Reinsurance are in Los Angeles, it will transact a nation-wide business. To facilitate this, offices have been established both in Chicago and this city, each under the direction of a competent head and a trained staff. President Hansen was in New York for the opening of the corporation's office here and his friends took advantage of the occasion to present him with fine floral tributes, indicative of their appreciation of what he has accomplished thus far and their expectation of his still greater success in the future.

AGENT GETS RENEWALS AFTER BRINGING SUIT

Justice Dvsart in the courts of King's Bench at Winnipeg has granted judgment in favor of E. H. Fingard against the Merchants Casualty covering the amount of his renewal commissions under a contract which the company cancelled together with costs. He was appointed a general agent in 1923. His contract gave him all policy fees, 40 percent on new premiums and 25 percent on renewals. It provided in case of cancellation for cause his rights should cease. The company cancelled on the ground that he had breached it by failure to remit premiums promptly. It was brought out in the evidence that while he had not always remitted promptly, there was constantly a credit balance in his favor on the books, sufficient to protect the company.

Equitable Casualty to Expand

The Equitable Casualty & Surety of New York, which has been confining its operations to that state and New Jersey, will enlarge its operations, having increased its capital to \$1,000,000 and its surplus to approximately the same amount.

IVES ADDRESSES TEXAS BUSINESS MEN'S GROUP

TELLS INSURANCE FUNCTIONS

Vice-President of Casualty Information Clearing House Talks at Chamber of Commerce Meeting

Henry Swift Ives, vice-president of the Casualty Information Clearing House of Illinois, addressed the West Texas Chamber of Commerce convention in Fort Worth Tuesday on "The Sovereignty of Insurance." Mr. Ives made an exhaustive analysis of the history, the functions and the future of insurance, saying in part:

"It seems to me that it would be a good thing if business men generally would give half as much thought to their insurance problems as they do their other financial problems, and the institution of insurance should actively encourage such consideration. They ought to see insurance as a dynamic power in industrial achievement and not view it as a static trade device to be tolerated from necessity.

Social Phases Ignored

"The social phases of insurance have been ignored to a greater extent than have its other accomplishments. Despite the fact that we seem to be in the middle of an era marked by political clamor for so-called social legislation, I am positive that insurance has done more for the relief of human suffering and distress than have all the laws enacted for that specific purpose during the lifetime of two generations of social theorists and common reformers. Voluntary association for self-protection under the sovereignty of insurance has made greater headway in solving the social problems of this industrial era than has been made by any other agency.

"A noteworthy fact is the increasing tendency of insurance towards preventing losses in the first instance. Life insurance by its medical examinations and health services has led the way, but the other units of the institution are falling in line. While formerly the function of insurance was considered solely as 'risk bearing,' today more and more attention is being paid to 'risk prevention.' This function, indeed, is bound soon to exceed indemnity in importance, and it is a social service of the first magnitude. Prevention of loss is real insurance.

Insurance Retards Monopoly

"The influence of insurance in retarding the growth of monopolies and in stimulating competition is far reaching and at the same time little known. Without insurance protection against the risks and hazards of industry I am convinced that the bulk of American business would be carried on under the domination of a few large aggregations of capital capable of maintaining sufficient reserves to provide their own insurance, even as some of them do today. Small concerns could not protect themselves in that manner to any greater extent than they can now, and competition with large capital combinations would be impossible for them without the massing of these small risks under the sovereignty of insurance.

The ordinary concept of the insurance premium is an overhead charge which usually cannot be avoided and which must be added to the cost of production. It is often compared to a tax by economic illiterates. It is, indeed, very generally classed with taxes, postage, stationery, janitor service, charitable contributions and like items by accountants. But if the institution of insurance had not been developed to its present high state of perfection and each enterprise had to make independent provision to guard against the risks which insurance now assumes—that is become self-insurers—there would be a different

SOUTHERN SURETY WINS REINSURANCE DECISION

CARNEGIE TRUST CO. CASE

Companies That Held Out on Depository Bond Payment Are Found to Be Liable

The United States Circuit Court of Appeals has rendered a decision favoring the Southern Surety in the contest over the reinsurance of its depository bond in the Carnegie Trust Company of Carnegie, Pa., which failed. In May, 1925, the Southern Surety paid \$1,100,000 loss on depository bonds in this bank. This business was reinsured with 19 other companies. Six of these paid their share of the loss, the other 13 refused payment. The status as of Dec. 31, 1926, as regards the reinsurance account was as follows:

Paid by reinsurers, \$409,856.

In suit, \$265,201.

Judgments secured, \$385,747.

The Southern Surety, therefore, will be able to recover from the companies that refused to pay the reinsurance.

RULES FOR ASSOCIATED COMPANIES EXPLAINED

NEW YORK, June 20.—Local agents inclined to submit public liability risks to the Associated Companies should bear in mind that its acceptance of such business is restricted to public passenger carrying automobiles, fire department, police department, public service and newspaper delivery automobiles. Such compensation lines as will be entertained by the organization are indicated in the manual, and none other will be considered. A rule of the Associated Companies with respect to compensation business is that all policies must be written in the office of a member company but may not be issued without authority from the general manager of the organization at the Hartford headquarters. No risk should be bound on behalf of the association without a bona fide order from the employer. The organization insists upon the collection of an earned premium for all binders issued.

REACHES MILLION MARK IN AUTOMOBILE BUSINESS

The million dollar mark in gross automobile business was reached for the first time by the Standard Accident in both April and May, according to figures given out by Otway Conard, superintendent of the automobile department.

In April the gross automobile business amounted to \$1,008,157, exclusive of reinsurance ceded. The figures for May exceeded these by \$15,159, the total being \$1,023,316. These are the two greatest automobile months ever registered in the history of the Standard.

The total for these two months also exceeded those for the same two months of 1927 by \$127,373 and \$83,265 respectively. Up until the present million mark was reached, the months of April and May, 1927, were the greatest ever recorded by the company. The gross automobile business during these two months was \$880,784 for April and \$940,051 for May.

story to tell. Such a situation would necessitate the setting aside by every person of a sufficient surplus to cover the risks of carrying on his business or he would have to gamble on avoiding such risks. In either event prices of all commodities would have to be materially increased over their present levels to take care of these uncertainties."

UNUSUAL RULING MADE BY VIRGINIA COMMISSION

NATIONAL SURETY AFFECTED

Contractor Defaults—Surety Liable for Accident Occurring Before Second Contractor Assumes Contract

Counsel for the National Surety announce that an appeal will be taken from a ruling of the Virginia Industrial Commission that this company must pay compensation at the rate of \$12 a week for 300 weeks to Cora Lee Rountree, widow of Thomas Rountree, negro laborer, killed Aug. 26, 1927, in an accident while engaged in work on a sewer contract in Richmond. It appears that Rountree was in the employ of H. D. Driscoll, Inc., which was executing this work under contract with the city of Richmond, with the Globe Indemnity as the compensation carrier and with the National Surety as the bonding company.

Paid for Work Done

The firm defaulted on the contract Aug. 24, and the city agreed to pay it \$3,000 for work already done at conference between all parties interested held in the city hall that day. The same day H. L. Driscoll, superintendent of the contracting company, paid off the men on the work, telling them Allen J. Saville, Inc., another contracting firm of Richmond, would carry on the work and that "things would go on just as they were before." This firm, for which the Employers Liability was the compensation carrier, denied that it had agreed at that time to assume the contract.

The National Surety took the position that it was merely surety on Driscoll's bond and that it was not until Sept. 12 that it made arrangements with Saville to take over the work. The city of Richmond disclaimed liability on the ground that it had not in manner assumed the work in question. The Driscoll Company, in denying liability, contended that its connection with the whole matter had been definitely terminated by the formal declaration of default prior to Rountree's death. All parties involved agreed that Rountree met death by accident arising out of and in the course of his employment.

Took Entire Charge

In holding the National Surety liable, the commission in a lengthy opinion prepared by Bolling H. Handy, its chairman, said: "Having contracted to take entire charge of the work and having failed to issue any contradictory orders and having received the benefit of the work so done, it does not lie in the mouth of the surety company to deny its liability when one so engaged was injured. Our finding, therefore, is that under its agreement, by its acts, and by clear implication, the National Surety was the employer of Thomas Rountree when he met his death."

Chairman Handy concluded his opinion with this statement: "So far as concerns the facts here involved, a careful examination extending completely through the Digests of American decisions, all the text books and the English cases, has not disclosed another case with similar facts."

Names New England Manager

President Homer H. McKee of the Detroit Fidelity & Surety announces the appointment of Percy G. Cliff as resident vice-president in charge of the Boston branch office for the New England states. Mr. Cliff is a graduate of Brown University. He was several years special agent for the United States Fidelity & Guaranty, and later in charge of fidelity and surety business in the Boston office of the Globe Indemnity. For the past four years he has been manager for surety lines of the Metropolitan Casualty in its Boston offices.

June 21, 1928

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MOST LOSSES DUE TO AGENCY UNDERWRITING

Surety Officials Declare More Conscientious and Careful Work Is Needed

IMPROVEMENT IS SEEN

At Times Abuse of the Power of Attorney Granted Leads to Disastrous Results

Surety underwriters find in studying the claims that most of the losses are due to poor underwriting at the source. They declare that agents do not use proper judgment or in their eagerness to get a commission they will send in bonds for people who have not given sufficient information or the agent has withheld data that he should have conveyed to his home office. Companies watch very carefully the record of agents as to the use or abuse of their power of attorney in signing bonds. Where they find an agent has a consistently good record and he is conscientious in the course he is pursuing, a company will stretch a point at any time in his favor.

Attitude of Companies

Where companies find that agents are deceiving them or are not using proper judgment in signing bonds they will either finally take up the agency or require all applications to be sent to the office. An agent as a matter of pride and service desires to sign his bonds where possible. Companies give limited powers of attorney according to their confidence in a man or his location. Having given this power of attorney the agent can bind a company on any bond regardless of the letter of instruction. However, regardless of the fact that thousands of agents have power of attorney, very few have abused it in that they have exceeded their authority. They are careful to keep within the bounds allowed by the letter of instruction.

Cost a Company a Million

To show how far an unscrupulous agent may go, a case is cited where a city manager of a large company signed a completion bond for a big building in Chicago without the knowledge of the company. He far exceeded his authority. The company learned of it accidentally long after the bond had been signed. The company would not have signed the bond had it been put up to it direct. It is estimated that in order to complete the building it will cost the surety company something like \$1,000,000 in cold cash. Fortunately, however, there are few cases of this kind. Most agents respect the letter of instruction and the power of attorney.

Surety underwriters say that as time goes on agents are becoming more and more educated as to what information is desired on underwriting bonds. A conscientious, intelligent, discriminating agent is able to build up a large business and satisfy his company.

Take on Additional Companies

It is found that some agents will take on one or more companies aside from what might be termed their major or favorite company. They usually endeavor to secure additional companies that are very hungry for business and will be more liberal than the company they have represented for some time. Therefore, when the major company will not write a bond it is passed on to the other company and frequently it will take it. Agents undoubtedly are imposing on some of the newer companies in

CALL SOUTHERN SURETY STOCKHOLDERS' MEETING

WILL ACT UPON TRANSACTION

Details of Stock Transfer Given in Notice of Meeting for June 25

DES MOINES, June 20.—A meeting of the stockholders of the Southern Surety of Iowa has been called by E. G. Davis, secretary, for June 25 at the home office of the company. At this time the stockholders will have an opportunity to act upon the transactions of the board of directors with the newly formed Southern Surety of New York.

The notice set forth the terms of the contract of the companies. It follows:

"A contract of the company (executed under authority of the board of directors) with Caldwell & Co., providing for the reinsurance of the policies and bonds of the company in a corporation being organized under the laws of New York with the name of Southern Surety of New York (hereinafter termed "new corporation," which will have a capitalization of 250,000 shares of the par value of \$10 each) and the conveyance to it of all the business and assets of the company, except certain assets excluded, for a cash consideration with the option to any stockholder to take, in lieu of the partial liquidation dividend that would result therefrom to him, three-fifths of a share of stock in the new corporation, and also an offer to purchase from each stockholder his stock evidencing an interest in the remaining assets of the company for a cash consideration or for two-fifths of a share of stock in the new corporation, so that assenting stockholders will receive one share of stock in the new corporation for each share of stock held by them in this company."

In connection with the formation of the new company, stockholders of the Missouri State Life, with which it will be closely affiliated, will be given the first right to subscribe to the stock at \$35 per share. Formal notice of the right to subscribe will be mailed to stockholders shortly.

DIMLING REPORTS WEST COAST CONDITIONS BAD

Henry Dimling, Pacific coast manager of the casualty department of the New York Indemnity, was a visitor in Chicago the end of last week. He had been on a visit to the home office of his company and also had spent some time in Baltimore and was on his way back to the coast.

Mr. Dimling reports that conditions in the surety business in California are poor and that in the matter of commissions the field is "torn wide open." The principal disturber, according to Mr. Dimling, is a California company that solicits business aggressively and refuses to join any conferences with other companies. Fly-by-night automobile companies, according to Mr. Dimling, are very active and have the effect of keeping the casualty business in a commission turmoil. He reports, however, that practically all companies have gotten together on compensation and that this branch of the business no longer is giving much trouble.

this way. Companies are eager to secure anchorage. They find it difficult to get agents because every agent of any consequence has a company. Therefore their only foothold is to get in some established agency and take what they can secure in the way of reinsurance from the primary company or bonds that the older company does not care to write.

COMPANIES FROWN UPON SPECIAL DEPUTY SHERIFFS

WON'T COVER FALSE ARRESTS

Fidelity & Deposit Goes to Court in Birmingham to Relieve Itself of Risks

BALTIMORE, June 20.—Bonding a regular deputy sheriff is not frowned upon in bonding circles, but bonding of special deputies is something the indemnity companies of Baltimore won't even consider, it became apparent today.

Whether the bonding companies would undertake to guarantee the special deputies became a question of interest when the Fidelity & Deposit of Maryland went to court in Birmingham, Ala., to be relieved of the bonds it carried on deputy sheriffs there. Damage suits filed against the deputies became so numerous there because of the activities of the sheriff's men in dry raids that the company no longer wanted the business.

Must Assume Risks

According to reports from Birmingham, since Sheriff J. C. Hartsfield has been unable to find any other company willing to assume the risks, Jefferson county is preparing to do its own underwriting in order to comply with the state law.

Thus far the Fidelity & Deposit hasn't formulated any rule about special deputies, it was explained by D. C. Hand, city manager, but the company thinks so little of that type of business that the special deputies aren't even included in the rate book.

False Arrests Not Covered

"To answer definitely whether we would underwrite a bond for the special deputies, we would first have to know just what sort of bond was wanted, of course," Mr. Hand pointed out. "This much I believe is certain—we wouldn't underwrite a bond covering damages of illegal arrests or for damages caused by the use of a gun carried under a deputy sheriff's permit."

The sheriff of Baltimore and his regular deputies, however, are bonded and are considered "good risks" in all the offices. Primarily, this is because the local deputies, unlike those in the counties and those in Alabama whose bonds were recalled, do not act as police, but devote themselves in the main to the serving of summonses and such duties.

The attitude of the bonding companies toward the special deputies was explained by William M. Murphy, manager here of the National Surety. "Actually," he said "all deputy sheriff bonds are considered bad business. Some sort of bond might be issued for the special deputies, if the need were found for one, but as for bonding them for damage done with guns and in false arrests and in stopping people on the roads—nothing doing."

WOMEN CAUSE ONLY FIVE PERCENT OF ACCIDENTS

HARTFORD, June 20.—Women are behind the wheel in only 5 percent of the automobile accidents, according to a survey just made by the Travelers of several thousand claims, covering 30 states.

The survey shows that out of every five of the motor accidents in which they figured involved some element of parking. One out of every five of the accidents occurred at intersections. Backing out of garages and driving into them, together with driving out or into driveways, caused one out of every 11 of the accidents. Loss of control was found to be the cause of accidents in only a few cases, but turning around caused one out of 13.

COMPLETION BONDS ARE NOW IN DEMAND

Surety Companies Find That Offerings of This Nature Are Increasing

MANY PROBLEMS FOUND

Underwriters Watching the Various Propositions to See If They Are Well Financed

The surety companies are finding a greater demand than ever for building completion bonds. Originally this was pretty much of an eastern proposition starting in New York at the time of the great improvement in the neighborhood of the New York Central Station and gradually extending into other eastern cities. The great number of building projects especially in the large cities and the difficulty in financing some of them have led to a building completion bond proposition.

In Chicago the building projects are numerous. There has been a stiff demand for loan facilities. Syndicates and pools have been formed to erect buildings. Efforts have been made to market real estate bonds, securities and stocks in order to finance projects. Some of these propositions have been developed on a very thin margin. Completion bonds for churches, club houses and building propositions of that kind are no longer rare.

Surety underwriters have found it necessary to watch these offerings very carefully, study them systematically and intelligently because there is much danger in writing a bond of this kind unless a surety company is assured that the money will be at hand to pay for all the work and leave it free from lien. Some propositions have come to the front recently, where contractors have refused to bid because they were not satisfied the financing would be adequate. There have been cases where building projects were thrown back on the surety company so that they have become conservative in their attitude toward these offerings.

The companies have worked out a regular schedule, giving the items of information that they desire from the builders and owners before they will pass on the bond. Furthermore, they investigate very carefully the sources from which the money is forthcoming for the building project. They appreciate the danger of being too liberal in passing on offerings of this kind.

Surety companies appreciate the fact that the building completion bonds have opened a very fertile field and they desire to encourage the use of these bonds, both as a guarantee to the owners of securities, the houses loaning and marketing securities, etc.

TRAVELERS TO INCREASE CAPITAL TO \$17,500,000

Directors of the Travelers this week voted to increase the capital from \$15,000,000 to \$17,500,000. A meeting of stockholders is called for July 20, when no doubt the recommendation will be ratified. There will be offered 25,000 shares at par of \$100 each in proportion of one new share for every six shares held on June 18. The new shares will participate in the December dividend. It is expected that the \$16 annual dividend plus extras will be continued on the increase capitalization. The stock of the Travelers is quoted at \$1,860 bid and \$1,900 asked.

SURVEY ACCIDENT AND HEALTH CANCELLATIONS

DOMINION DEPARTMENT ACTS

Sends Out Questionnaire to All Companies Writing Those Classes of Insurance in Canada

OTTAWA, ONT., June 20.—The Dominion insurance department is making a comprehensive survey of the matter of noncancellable accident and health insurance, in view of the reference made to the committee on banking and commerce of the house of commons during the recent session of parliament on the subject of personal accident and sickness insurance, and the probability of a renewal of the discussion at the next session.

A questionnaire has been sent out to all companies writing this class of business in the Dominion, asking for information as to their practice on various points and sounding out the sentiment of the companies on various proposals that have been made to eliminate objections now offered to the cancellation of policies. The questionnaire follows:

Practice On Non-Cancellable

1. Has your company at any time issued in Canada non-cancellable accident and sickness policies?
2. Are such policies being issued in Canada by the company at the present time?
3. Give approximately the figures showing premiums written and claims incurred year by year under such policies for as long a period as possible, (a) in Canada and (b) elsewhere.
4. Give the scale of premium rates for typical benefits under such policies in Canada with corresponding premiums for cancellable policies with the same or similar benefits.

Query As to Commissions

5. What is the company's ordinary rate of commission, (i) first year, and (ii) renewal, for local agents and for general agents for (a) cancellable policies, (b) non-cancellable policies? If any departure is made from these ordinary rates in any case give also the maximum commission payable at the present time for each class of agency and each class of business.
6. As of Dec. 31, 1927, give (a) the non-cancellable premiums in force in Canada (i) annual; (ii) quarterly; (iii) monthly; (iv) weekly; (b) the reserve maintained on such policies under which no claims are outstanding and the basis on which such reserve has been computed.

Two Suggestions on Cancellations

7. What would be the practical objection to providing, in the ordinary one-year cancellable policies, that the company will not cancel, or refuse to renew, the policy for at least one year after the termination of a disability for which the insured has become entitled to indemnity under the policy?
8. If the suggestion in No. 7 is considered impracticable, what would be the practical objection to providing in such policies that the company will refuse to renew the policy on any renewal date, or will on renewal eliminate a specified disease or diseases, only if notice to that effect shall have been given by the company to the insured at least two weeks before the renewal date?

Question of Public Demand

9. What is the company's opinion as to the demand on the part of the insuring public for non-cancellable accident and sickness insurance in preference to the ordinary cancellable policy having regard to the difference in premium ordinarily made for the two plans?
 10. What is the company's view generally as to (a) the necessity, and (b) the practicability of non-cancellable accident and sickness insurance?
- If the supplying of the information called for by any of the foregoing questions is, by reason of the condition of the company's records, inconvenient, the department would welcome advice to that effect in order that consideration

SAFETY DEPOSIT BOX LINE MONEY MAKER

FIELD FOR COVERAGE WIDE

Great Increase in Number of Bond and Stock Investors Proportionately Increases Prospects

Individual safety deposit box business is a line that some of the casualty companies are pushing with good results and a line on which local agents can develop a considerable income. Safety deposit box business once was considered a major-city line because prior to the war the investor in the secondary city and the small town put his money into real estate almost to the exclusion of any other kind of security and therefore had no need for safety box protection.

During and following the war, however, these former heavy buyers of real property invested first in Liberty bonds and later, because of the educational effects of such investments, in widely diversified bonds and stocks. From this followed the need for secure depositories for bonds and stock certificates and whatever other valuable papers the investor held. Many millions of dollars worth of such papers are currently on deposit even in the banks of the nation's very small towns, and the depositories have a need for insurance protection.

Prospects Everywhere

Every corporation, partnership and individual business man and farmer is a prospect for safety box insurance. And every bank also is a prospect. The coverage is rated as to bank equipment and territory. In general, the lowest rates obtain on downtown banks in the larger cities. But even in these centers the cost of the coverage varies from bank to bank because of variations of protective equipment. Most downtown banks in the large cities carry safety deposit box insurance for their own protection, and for the coverage they pay different rates because of the difference in their equipment.

Banks Will Aid Agents

In every community the local agent can enlist the aid of his own and other bankers in selling the coverage. It is to the interest of every banker that his safety deposit vault clients protect their deposits with insurance. Lists of names of the principal depositors can be obtained from bank officers, and each name on the list is a prospect. Many local agents already have developed good volumes of this business, but the companies writing it say that the field has only been opened and that much work, and much profit, is ahead.

Offer Reliance Casualty Stock

Goldsmith, Myer & Lobdell, investment house of New York City, is offering a limited amount of stock of the Reliance Casualty of Newark, N. J., at \$19.50 a share. Until recently it has done almost exclusively an automobile and public liability insurance business. It will now extend its operations into other fields and enter new states. Its assets May 28 were \$1,395,464, premium reserve \$146,437, capital \$600,000 and net surplus \$525,000.

Standard Appoints New General Agent

The Standard Accident announces the appointment of Howard W. Phillips & Co. of Washington, D. C., as general agents. The firm, which is composed of Howard W. Phillips and Albert J. Phillips, was organized in 1916.

may be given to a modification to meet the circumstances.

In the case of companies which do not issue non-cancellable insurance a complete answer so far as possible to the foregoing questions in respect of cancellable policies would be appreciated.

INSURANCE GENERAL AGENT NOT EMPLOYEE, COURT SAYS

IS INDEPENDENT CONTRACTOR

Ruling of Importance Handed Down in Nebraska Case Against Business Men's Protective

LINCOLN, NEB., June 20.—The supreme court holds, in *Priest vs. Business Men's Protective*, that while the insurance business constitutes an industry to which the provisions of the workmen's compensation law are applicable, a general agent is not an employee within the meaning of that statute. After defining the contractual duties of a general agent, the court says the lack of control of the employer over the movements and employment of such general agent gives the holder of such a position the status of an independent contractor. The compensation commissioner had awarded \$5,250 to the widow of B. B. Priest, accidentally killed while acting as general agent for South Dakota of the Business Men's Protective, an accident and health mutual.

The court also decided another legal question that has vexed the lawyers, and takes exactly opposite grounds to the supreme court of Minnesota. It holds that as officers and directors of a mutual insurance association are required to be members, it is presumed they are members and that their membership makes them ineligible to testify as to transactions and conversations with deceased persons in any litigation where the estates of the latter have an interest.

The statute prohibits testimony from persons having a direct interest in the result of the litigation. The court holds that such officers have a direct interest in that as members they may be called upon for assessments, and that while so long as a reserve is maintained as required by law that contingency is remote, still it exists as a matter of fact. The court says, however, there was sufficient other testimony to support the finding that Priest was a general agent.

MOST INDUSTRIAL ACCIDENTS FOUND TO BE PREVENTABLE

Of the industrial accidents occurring in the United States, 98 percent were found to be preventable, according to an analysis of 12,000 cases taken at random from the closed-claim files of the Travelers and 63,000 other cases taken from the records of plant owners.

Through an investigation of actuarial records, of engineers' reports and with the cooperation of employers, it has been ascertained that 88 percent of all industrial accidents can be prevented through the enforcement of proper safety rules and that only 10 percent result from improper physical conditions in plants.

Unpreventable accidents constitute only 2 percent of the total number which are taking the lives of more than 20,000 people a year, and costing people in this country an additional \$10,000,000,000 annually in the price they pay for the necessities of life.

Will Have Larger Offices

NEW YORK, June 20.—A 20-year lease for a considerable amount of space in the building now being erected on the block bounded by John, Cliff and Pearl streets has been signed by the Indemnity of North America to accommodate its New York City branch. The location is a most desirable one, and the structure, when completed in February next, will undoubtedly house a number of other insurance tenants. The space reserved for the Philadelphia corporation is the northwest corner of the grade floor, the entire second floor and a section of the basement. Clarence W. Lewis is the vice-president in charge of the New York City branch.

AETNA LIFE COMPANIES ESTABLISH LEGAL DIVISION

HEADED BY O. R. BECKWITH

Former President of London & Lancashire Indemnity Returns to Former Connection

HARTFORD, June 20.—A legal division has been established which will be common to the Aetna Life and its affiliated companies for the purpose of supervising the legal relationship of the companies with the various states and their insurance departments. The division will direct the conduct of litigation and other legal matters arising out of those relationships and will also determine the legal correctness and efficiency of all the various forms of contract of insurance, reinsurance and suretyship entered into by the companies.

The division will be under the direction of Oliver R. Beckwith and Robert E. Hall, counsel of the Automobile, will be immediately associated with Mr. Beckwith in this work.

Mr. Beckwith recently resigned the presidency of the London & Lancashire Indemnity. Before his association with that company he was for many years a member of the Aetna organization. Mr. Beckwith's long service as an officer of the Aetna made his departure from the organization six years ago a matter of much regret, according to President M. B. Brainard, and his return to it will be a source of pleasure to everyone connected with the Aetna Life and affiliated companies.

STUDY SHOWS LITTLE NEED FOR COMPULSORY COVER

SAN FRANCISCO, June 20.—Under the heading "Compulsory Insurance Study Seems Negative," the following editorial appeared in San Francisco "Examiner" of June 17:

"The state's long study into the need for compulsory liability insurance is nearing its end. Advance reports indicate that no crying need was found for the proposed legislation. Some of the plans advocated would have meant increased taxation for the motorist, a thing to shun. Some of them permitted chances for fraud in injury suits. Figures have not been adduced to date to show that injured persons or survivors of accident victims found it impossible to collect judgments from motorists. If evasions of judgment were common enough to create a crisis, then there might be justification for compulsory insurance, but not otherwise."

No announcement has yet been made by the committee having this study in hand but a meeting is scheduled to take place in Los Angeles in the early future, after which it is believed an announcement as to its findings will be forthcoming.

Massachusetts Department Acts

BOSTON, June 20.—The Medical Protective of Chicago has been notified by the Massachusetts department that it must discontinue writing in this state its policy indemnifying against "claims for damages on account of assault, slander, libel, undue familiarity, personal restraint, etc.," on the grounds that such indemnity might protect an insured in criminal acts and is not permitted by the insurance law of the state.

Service Office at Albany

A service office has been established at Albany, N. Y., by the Globe Indemnity, B. E. Watson, Jr., being appointed its manager, and having as his chief aid Robert C. Folley. Both are graduates of the company's head office.

The National Union Indemnity has been licensed for accident, automobile and plate glass insurance in the province of Manitoba, Canada.

AUTOMOBILE DEATHS INCREASE IN APRIL

REPORT FIVE PERCENT MORE

Home Accident Fatalities Also Show Gain According to National Safety Council Figures

Deaths due to motor vehicle accidents increased from 49 a day in March to 51 a day in April, according to the figures published by the National Safety Council. These figures are made up from city and state reports on seven states and 98 cities with a total population of 45,000,000.

The seven reporting states had an increase of 7.6 percent from March to April while the cities only, some of which were included in these states, had an increase of only 3.7 percent. For all reporting states and cities not in those states, the increase from March to April amounted to slightly more than 2 percent. Since April had only 30 days the number of deaths each day increased slightly more than 5 percent.

Out of the 98, thirty-five cities shared in the April increase. Although this is less than half the total number, the increases in these communities was sufficiently high to raise the total above the previous month. Thirty-eight percent of the pedestrians killed in the April accidents were children under 15 years of age.

Home accidents increased in April, according to reports in 30 representative cities. In these cities home fatalities exceeded motor vehicle deaths by 9 percent. As usual, falls accounted for about one-third of all the fatal connecting accidents. The victims in 50 percent of these cases were over 55 years of age. Burns and scalds stand second in importance in the cause of death; asphyxiation and suffocation third.

SURETY SETTLEMENT IS STILL OPEN AT CHICAGO

(CONTINUED FROM PAGE 47)

jections and resulted in no action on the Chicago situation. Harmony prevailed in the meeting between the executive and acquisition cost committee of the Chicago association and the Chicago subcommittee of the national committee, and this is expected to continue.

However, conditions in the Chicago field have become so critical that if for any reason the rules do not become effective it is likely that the "wide open" policy of writing business in Chicago will be adopted by most offices. If only one or two companies fail to sign the pledge to adhere to the rules the other companies will be placed in a stronger position than will be held by those that remain outside the conference, for in the fidelity and surety field reinsurance is a potent weapon and can be used with strong effect. Every major company in the field takes and cedes business on the reinsurance plan, and a strong group of companies following a set of rules and adhering rigidly to an "exclusion" plan can be hurtful to the few companies or the single company that refuses to follow plan.

Some companies have delayed in giving their adhesion to the "clean-up" plan. If the delay means they intend to stay out, some of the others are prepared to make the situation hot.

Writes Big Completion Bond

The American Surety wrote the completion bond on the new Michigan-Grand building at 520 North Michigan avenue, Chicago. The premium was \$21,000. The fact that the bond had been written by this company was featured in the advertisements of the first mortgage gold bonds that are being sold to finance the construction.

CALL SOUTHERN SURETY STOCKHOLDERS' MEETING

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In connection with the formation of the new company, stockholders of the Missouri State Life, with which it will be closely affiliated, will be given the first right to subscribe to the stock at \$35 per share. Formal notice of the right to subscribe will be mailed to stockholders shortly.

Tells Credit Men of Hazard

John H. Parks of the casualty department of the Travelers branch office at Columbus delivered an address before the Parkersburg-Marletta Wholesale Credit Association at Marletta on Tuesday on the subject of "Automobile Liability Insurance and Its Relation to Wholesale Credit."

The importance of ample protection and proper limits were stressed by Mr. Parks and the effect of a large liability judgment on the credit and financial standing of a debtor was discussed.

Following Mr. Parks' talk a general discussion of automobile liability insurance was entered into by those attending, many points of interest being explained by Mr. Parks.

Discontinues Life Indemnity

The Hartford Accident & Indemnity is notifying its agents that effective June 30, no more sickness insurance will be written except with at least one week elimination period. This applies to all new business. Beginning July 1, the Hartford will terminate all life indemnity sickness policies as these policies expire during the year beginning with that date. The company discontinued writing the life indemnity sickness coverage a few years ago but has continued in force those which were on the books at the time when the restriction was made. The company reports that the reserves called for under the life indemnity coverage make it impossible to continue writing this plan even for renewals. On a single policy, the company finds it's necessary to put up a reserve of \$100,000.

The Pennsylvania Casualty of Lancaster, Pa., has been admitted to Ohio.

When Minutes Count

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Minutes count when your client's window is broken. A prompt and satisfactory replacement does more to enhance your reputation as a good company than any other factor.

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WORKMEN'S COMPENSATION

CANADIAN EXPERIENCE BAD

Results on Compensation and Employers' Liability Even More Disastrous Than in U. S.

Companies writing employers' liability and workmen's compensation insurance in Canada last year had an even worse experience with that class than did those operating in the United States. The total premiums were \$3,716,079, with losses of \$3,035,074. Premiums and losses for the companies writing this business in Canada follow:

Companies	Net Premiums Written	Net Losses Incurred
Alliance Assurance	42,655	19,847
Autocar	10,996	5,092
British America	.....	63
British Canadian	78,704	83,079
British Oak	2,225	3,437
Canada Accident	153,618	116,963
Car and General	2,009	1,330
Casualty Company	20	.....
Continental Cas.	244	194
Dominion Gresham	125,826	123,538
Dom. of Can. G. & A.	2,466	3,216
Employers' Indem.	4,175	.....
Employers' Liability	1,014,011	665,059
Fidelity and Cas.	26	.....
Fidelity Insurance	1,627	1,694
Genl. Acc. of Canada	35,489	28,404
Genl. Acc. F. & L.	7,352	6,421
Genl. Cas. of Paris	395	550
Globe Indemnity	81,214	49,690
Guardian	22,208	8,288
Hartford Accident	16,650	26,397
Imperial	30	.....
Indemnity Insurance	382,359	421,714
Law, Union & Rock	2,491	2,168
Liverpool & L. & G.	12,008	8,229
London & Lanc. Guar.	16,132	11,180
London & Scottish	1,387	11
London Guar. & Acc.	52,013	29,999
Lumberm. Mut. Cas.	9,997	8,910
Maryland Casualty	241,783	109,301
Merchants & Empl.	222,875	224,253
New York Cas.	2,508	4,260
No. American Acci.	10,438	44,281
North British	1,494	116
Northern Assurance	122,811	70,909
Norwich Union Fire	19,130	16,610
Ocean Acci. & Guar.	73,909	53,943
Preferred Accident	44	.....
Queensland	43,864	52,389
Railway Passengers	32,506	49,234
Royal Exchange	40,917	19,121
Royal	64,997	84,439
Scottish Metropol.	3,565	3,960
Sun	6,254	11,548
Travelers	394,061	398,703
Union Assurance	3,999	6,268
Union of Canton	104,186	93,203
United States Fidel.	121,277	80,231
World Marine	32,096	16,254
Yorkshire	90,108	69,178
Zurich	9,080	8,274
Totals for 1927	\$3,716,079	\$3,035,074
Totals for 1926	\$3,033,442	\$2,181,127

NEW SCHEDULE IS HELD UP

Michigan Department Raises Some Questions as to National Council Plan for Small Premium Risks

LANSING, MICH., June 20.—Effort of Clarence W. Hobbs, former Massachusetts commissioner and now with the National Council on Compensation Insurance, to file the new "\$10 expense constant" in Michigan failed, for the time being, at least, when Mr. Hobbs visited the department offices here last week and conferred with department officials.

Department officials demanded that statistics be filed by the council to show the justice of such a change in compensation schedules in this state. It was set forth by Mr. Hobbs that the companies are running into high loss ratios on the small policies and that the revision is essential to keep the companies "out of the red" on these lines.

Some of the department executives expressed the belief, however, that this situation is exaggerated and that the smaller policies are paying for themselves while the heavy losses are occurring in the big factory, mine and contractor lines where the companies would like to keep the premiums down in order to retain the business.

Missouri Law Working Well

ST. LOUIS, June 20.—Alroy S. Phillips, chairman of the workmen's compensation commission of Missouri, in an address before the St. Louis Conference of Social Service Workers, stated that in one year only 300 of the 100,000 claims for compensation throughout the state were taken before the courts for settlement. This drastic decrease in litigation in the settlement of industrial personal injury cases has been due to the cooperation between the owners and managers of industrial plants and the companies writing compensation insurance, he said. Chairman Phillips stated that several minor changes in the existing law will be brought before the next Missouri general assembly, which will convene in January, 1929.

The Pennsylvania Surety of Pittsburgh has been admitted to Massachusetts and has appointed James J. Murphy of 101 Milk street, Boston, as agent of record.

and that the burden of proving the loss under such circumstances belongs upon the assured rather than upon the insurance carrier.

The Federal Surety was represented both in the lower court and in the Appellate Court by the well known insurance attorneys, McKenna & Harris, Chicago.

WOMEN'S STORES HARD HIT

Chicago Bandits Have Switched to New Field of Specialization—Losses Increase

Still more companies have ceased to write the open stock burglary cover on women's wearing apparel shops in Chicago as the result of increase in the number of losses occurring among mercantile establishments of this type. A new accession in crookdom is the lone bandit who raids apparel shops in daylight, using an automobile for his arrival and getaway. In the closing months of last year and early this year a number of apparel shop losses were caused by bandits operating in pairs, trios and quartettes. Evidently these raiders found that the split following a single haul was not large enough to justify the operations of a "mob" and decided among themselves to do their work solo.

Small merchants dealing in men's apparel may soon find it as difficult to obtain insurance as do the women's apparel merchants, for the men's stores are becoming increasingly important in the operations of the banditti. A number of the companies will not write the small men's store in the outlying districts, and some companies will not write them anywhere unless they are equipped with central station alarm protection.

Drug store holdups, which were frequent in Chicago early in the year, have declined in recent weeks. The raiding of stores, burglary underwriters note, is cyclic. At present the women's apparel stores are suffering most, with men's stores shaling in and receiving an increasing amount of the banditti's attention. Drug stores may again attain the prominence in crookdom that they had some months ago.

SOME LINES ARE NEGLECTED

Burglary Managers Bring to Agents' Attention Forms of Coverage That Are Easily Sold

Recent holdups and burglaries that have netted crooks good sums in the Chicago area have been the cause of western department burglary managers' calling to agents' attention some of the important but neglected burglary and robbery lines. One of these is safe insurance, which is carried by a minority group of safe owners. Agents need to call to safe owners' attention the fact that safe insurance covers also against property damage to the safe and to the premises in which the safe is located. The agent's ace argument in selling this coverage is that a crackman cannot tell by looking at the outside of a safe what the box contains, and will blow it open to learn. Even if the yegg obtain nothing for his effort, the owner may lose a valuable safe and other articles housed in the room with the safe.

Lawyers Often Hold Securities

Lawyers frequently hold in their offices securities belonging to clients. Negotiable securities are attractive to crooks, and if they are taken from a lawyer's office the lawyer is responsible for their loss. Recently the safe of a law firm in Chicago was burglarized and a loss of about \$50,000 in securities was suffered. Lawyers also often transport securities from their offices to courts and in so doing put themselves at the mercy of holdup men.

Safety deposit box insurance is another neglected line. Property exposed

in these boxes sometimes is highly valuable and in many cases is in the form of negotiable securities. Three safety box robberies were perpetrated in Chicago recently, each getting the robbers good sums.

Kansas City Bank Loss

KANSAS CITY, MO., June 20.—Eight bandits held up the Home Trust Company here Thursday, securing \$19,151. The hold-up occurred at 9:30 a. m., just after the bank had opened, and the bandits in their escape killed a traffic officer, wounded another officer, and struck a girl as they fired at random into the crowd. Five of those who participated in the robbery have been caught and their full confessions secured.

The loss was paid as soon as a check was made by Thomas McGee & Sons. The insurance was in the Union Indemnity. Some of the loot, all of which was in currency, is expected to be recovered.

The bandits who held up the Home Trust have confessed to participation in the hold up of the City Bank Feb. 24, when \$50,737 was lost. This loss was covered by the United States Fidelity & Guaranty, through the Charles D. Williams agency.

D. D. Batchelor has arrived in Seattle to open a branch office for the Associated Indemnity of California. The office will write waterfront compensation insurance on a participating basis and will also write full coverage automobile insurance.

ACCIDENT AND HEALTH

HOME OFFICE CHANGES MADE

Two Agency Supervisors and Claim Superintendent Appointed by Massachusetts Bonding

P. H. Rogers, manager of the accident and health department of the Massachusetts Bonding, announces the appointment of Walter A. Barr and C. E. Miller as agency supervisors and E. M. Sheehy as superintendent of the claim department.

Mr. Barr goes to the Massachusetts Bonding after eight years' experience in the accident and health department of a large casualty company. For two years he has been agency manager, in direct charge of the agency work of the company's accident and health department.

Mr. Miller has just completed 13 years of continuous service for the Massachusetts Bonding. He was for several years an aggressive solicitor of insurance, and has a first-hand knowledge of the problems of the field man. He has also served as chief accountant and more recently as claim adjuster, and has thus gained an all-round knowledge of the business.

Mr. Sheehy is a graduate of the Massachusetts Institute of Technology and after business experience with other fields became associated with the claim department of the Massachusetts Bonding as adjuster. He has in the past two years demonstrated his special fitness for that work.

Accident Not Clearly Proved

The policy sued on in a Kansas case insured against death caused by external, violent and accidental means. It excepted from the benefits the mentally infirm or suicide, sane or insane, or death caused by mental or bodily infirmity or disease to or while under the influence of intoxicating liquors or narcotic drugs. Assured went to a convention at Chicago, went with some men to a hotel, drank what he supposed was lemonade but afterward remarked that he thought it was doped. When he woke up his companions were gone. He had no money left. He wandered about for a night and a day. About 12:50 in the morning his body was found in the Illinois Central yards with head severed. Held that the important facts of this controversy rest solely and alone upon circumstantial evidence, which does not exclude every other reasonable hypothesis than the facts plaintiff must establish.

WITH BURGLARY UNDERWRITERS

BURDEN OF PROOF ON ASSURED

Appellate Court of Illinois Holds that Policyholder Must Prove He Did Not Participate in Causing Loss

An opinion of the Appellate Court of Illinois of unusual interest to insurance companies, especially in connection with mercantile open stock losses, has just been filed. The court upheld a verdict of a jury in the Circuit Court of Cook county in favor of the Federal Surety, defending a claim for a loss of \$10,000 on a mercantile open stock burglary policy issued to J. E. Mann, doing business as Mann's Fashion Shop, Chicago. In giving the case to the jury the trial judge in the Circuit Court charged the jury that the burden of proof was on the plaintiff to show that he had not directly or indirectly taken any part in the alleged burglary. The company had largely based its defense on the grounds that although there was evidence of forcible entry, the goods could not have been removed in the time elapsing between the receipt of alarm by the A. D. T. system and the arrival of the police and the A. D. T. at the store, the substance of the defense being that the

goods were removed before the forcible entry was made to the premises.

The case was argued before the appellate court, appellant maintaining that since the reference to possible participation by the assured himself in a burglary was included in the exceptions under the policy contract, the burden of proving that the plaintiff himself took part in the burglary is on the defendant insurance company. The company argued that if the plaintiff had secretly removed his own goods there wasn't any loss, that a loss is fundamental to a recovery under any kind of insurance policy, and that the plaintiff had the burden of proving the loss, which burden was not sustained unless he could show that he did not take the goods himself where the circumstances of the case raised that possibility.

Counsel for both sides admitted that they had searched the reports of decisions of all the states in the Union and could find no case in which this precise question had been adjudicated. This case, therefore, is a leading one in the United States on the point.

The important feature of this decision for insurance companies is in the court's expression to the effect that where goods are removed by one in possession and not by felonious taking, there is no loss,

which before she may recover in this action. McCandless vs. Travelers Protective, U. S. Dist. Ct. Dist. Kan. 1st Div.

State Helps Check Malingering

BALTIMORE, June 20.—Insurance companies here are finding that with the aid of the medical examiner of the insurance department the paying of sick benefits to those who do not deserve them has been cut down to a remarkable degree. With Commissioner Benson backing up the companies in their complaints, the doctors who have been signing sick benefit blanks with utter disregard of justice have been forced to curtail their activities almost entirely. At the commissioner's office there is a list of the doctors whose activities have not been all that could be desired, and when anyone comes to the office to register a complaint because of failure of a company to recognize claims, one of the first questions asked is: "Who is your doctor?" If the physician's name appears on this list, much weight is taken immediately from the plaintiff's story and investigation almost always shows that the company was justified in not paying the claim.

Manzelmann in Birmingham

BIRMINGHAM, ALA., June 20.—George F. Manzelmann, agency director of the North American Accident, addressed members of the Birmingham agency Thursday on "The Agent's Duty to the Underwriting Department." The occasion of Mr. Manzelmann's talk was the celebration of the 42nd anniversary of the company. The Birmingham branch won third place in the May contest for amount of insurance written. W. L. Griffin, Birmingham general agent, was toastmaster at the banquet.

Unusual Question Submitted

LINCOLN, NEB., June 20.—The Liberty Life of Topeka has asked the Nebraska Supreme Court to decide a knotty question of law with relation to its liability on an accident and health policy issue to C. E. Smith of Fairbury, killed some months ago in an automobile accident. It will be submitted as an agreed statement of facts. Mr. Smith

was 64 when he took out the policy, which contains the usual provision that it shall not be operative after the holder has reached age 65. The company, however, kept on accepting premiums from him and the policy was presumably in full force at the time of his accidental death, when he was past 66. It then proffered to the beneficiary the unearned premiums, which she refused to accept. The court below decided against the company, which raised the defense that the policy had passed by virtue of its well understood provisions, even though inadvertently premiums continued to be accepted, and that all it owed was the excess premium payment.

Massachusetts Accident Winners

BOSTON, June 20.—William H. Morrissey of South Deerfield, Mass., won first prize (\$100 in gold) in the spring business-getting contest of the Massachusetts Accident of this city, while Frank J. Feighery of Springfield captured second prize. Mr. Feighery was the winner in each of the two contests immediately preceding, which attests him to be one of the most dependable field men in the service of the company.

Opens New Executive Offices

The Modern Life & Accident of Chicago, of which Ralph Manno is president, has opened new executive offices in the Insurance Exchange South. The company writes health and accident insurance only. Mr. Manno has under his management the Modern Mutual Insurance Company, which writes life insurance only. The companies write on the weekly, monthly and annual basis. The company formerly had its executive offices at 514 Milwaukee avenue, Chicago, and also has a branch office at 229 East 43rd street.

Wisconsin Action Threatened

MADISON, WIS., June 20.—Action may be started by the Wisconsin department against the Inter-Ocean Casualty for violation of Wisconsin insurance laws. Commissioner Freedy informed the attorney general that the Inter-Ocean Casualty, whose license to do business in Wisconsin expired March 1, 1928, but not

renewed, had accepted insurance solicited by H. L. Bice of its Cleveland office, who had no license in Wisconsin. The attorney general told the commissioner that the case apparently was a violation of the statutes.

Joins Metropolitan Casualty

Homer A. Davis, a well known accident and health insurance salesman in Indianapolis for many years, has joined the Metropolitan Casualty branch office

at Indianapolis, of which Landers & Landers are managers. He will divide his time between business in Indianapolis and special assignments with agents over the state. He will also aid brokers who may have occasion to need his services.

Accident Notes

A. J. Alwin, secretary-treasurer of the Minnesota Commercial Men's, addressed the Operative Millers at their annual convention in Minneapolis.

AMONG SURETY MEN

WHOLLY UP TO IOWA AGENTS

Responsibility for Elimination of Rebating on Surety Business Placed on Local Men

NEW YORK, June 20.—Responsibility for stamping out the reprehensible practice of rebating on surety business and more particularly on contract bonds in Iowa now rests squarely with the agents of that state. The Surety Association of America has given the Iowa Association of Insurance Agents every concession asked for in such connection, and promised the loyal support of each of its member companies to reformative action.

Licenses Will Be Revoked

In a circular letter to members of the Iowa association, President J. R. Vaughan urged every local agent to do his utmost to put a end to rebating, paying high tribute to the stand taken by the Surety Association in such connection, and to the cooperation received by the agents from R. R. Gilkey, secretary of the companies' organization. Conviction of anyone guilty of rebating will mean the immediate cancellation of his license by his company and revoca-

tion of his authority to solicit business by the Iowa department.

As a result of the determined stand by both agents and companies the rebating evil, rampant in Iowa a year or so ago, has dwindled to small proportions and the conviction is expressed that it will be wholly eliminated within a short time. The Iowa agents' association has invited Mr. Gilkey to attend its next annual convention at Cedar Rapids, Sept. 11.

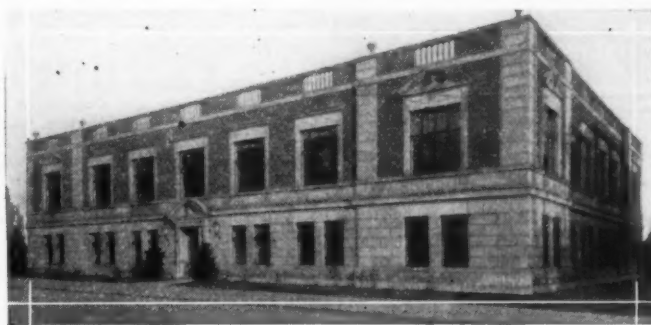
HAS INTERESTING DOCUMENT

Vice-President of National Surety Has Personal Surety Bond Over 150 Years Old

NEW YORK, June 20.—An interesting document shown by John A. Mee, vice-president and agency superintendent of the National Surety of this city, is a personal surety bond bearing a date over 150 years ago, which document reads: "Know all men by these presents that we James Carmichael and Owen Thomas, of the county of Monongahela and commonwealth of Virginia, are held and firmly bound into Wm. McCleary, Thomas Phillips and James Wilson, esquires, for the estate

Assets

\$2,306,694.43



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WABASH BLDG.

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JOSEPH W. WARD, President and General Manager

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Massachusetts Bonding & Insurance Company

BOSTON

T. J. FALVEY, President

Write for Territory

Paid-in Capital, \$4,000,000

Surplus to Policyholders, \$8,900,376.30

Admitted Assets, \$17,503,865.43

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PUBLIC LIABILITY
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of the deceased Col. Wilson, the sum of 20 pounds, 19 and seven pence current money of Virginia, to be paid into the above executors or to their heirs, executors, administrators or assigns at or before the 24th day of October next ensuing the date hereof, to which payment will and truly be made and done we bind our heirs, executors and administrators in the penal sum of 41 pounds, 19 and two pence like creditors firmly bound by these. In witness hereof we have heretofore hereinto set our hand and seal this 24th day of April, 1777."

SURETIES DEEPLY AFFECTED

Bargain With Bank to Save Deposit Held Binding—Strong Dissenting Opinion

Surety companies are deeply affected by a decision rendered by the United States Circuit Court of Appeals for the third circuit in the case of Greek Catholic Union vs. American Surety. Judges Buffington and Davis rendered the majority opinion. Justice Woolley filed a dissenting opinion, fearing that the judgment handed down will in a measure unsettle the law of suretyship.

The treasurer of the fraternal, Kondor, violated the rules of the order and deposited \$217,000 of the funds of the society in his own bank. The limit he could lawfully deposit in one bank was \$45,000. He was bonded for \$100,000 by the American Surety.

The bank got into difficulties and the Pennsylvania banking department threatened to put it into liquidation. An agent of the American Surety was notified, and also an officer of the company at New York. Without hearing from the surety company an agreement was made with another bank to take over the Kondor bank and guarantee all depositors, and also guarantee to pay the \$217,000 belonging to the society, provided the fund was left on deposit four years without interest. It was estimated that if the Kondor bank were forced into liquidation the loss to the society would be \$131,000, of which \$100,000 was covered by the bond of the American Surety.

At the end of four years the principal sum of \$217,000 was paid off. The society then sued the American Surety for \$41,600, representing the amount of interest lost and expenses in connection with the settlement. On demurrer of the American Surety judgment was rendered in its favor in the United States District Court at Pittsburgh but this was reversed by the present judgment of the Circuit Court of Appeals, with, however, a strong dissenting opinion from Judge Woolley.

The majority of the court held that the agreement entered into between the society and the other bank was in the nature of salvage, that it was equally for the benefit of the society and the surety, and that the society had a right to act for both. It was admitted that the agreement was a departure from the terms of the bond. Justice Woolley holds that the departure from the terms of the bond released the surety. He points out that the society, confronted with the situation laid before it by the bank examiners, and acting on the advice of counsel, chose the course that would produce the minimum loss to the society. The society could either rely on its bond or make its own bargain to extricate itself. If chose the latter course and in the opinion of Justice Woolley, the departure from the terms of the bond released the surety.

Case Decided Against Company

LINCOLN, NEB., June 20.—The judgment given in the district court of Jefferson county in favor of the Massachusetts Bonding against H. E. Fairchild, a wealthy manufacturer, for \$7,951 and \$650 attorney fee was overturned by the Nebraska Supreme Court and the action dismissed. The bonding company, in guaranteeing a school district deposit in the Farmers & Merchants Bank of

Fairbury, required responsible directors to sign an indemnification. The bank failed, the company had to pay \$7,900 to the district, and then sued the five signers to the indemnification.

Fairchild, who lived in a nearby town, denied having signed the paper or authorized any one to attach his name. Arthur Nichols, one of the bankers, swore that he gave this authority over the telephone. The court says that it makes no difference which tells the truth, Fairchild cannot be held. The court holds that under the proper construction of the fraud statute, where a person who is not authorized in writing to sign the name of another person to a written agreement which creates a special promise to answer for the debt, default or misdoings of another person, it follows that such agreement is void as to the person whose name is thus appended.

Contractor's Bond Decision

Held that the lower court erred in holding that recovery might be had by the creditor against the surety company under the terms of the indemnity bond. The university is sole obligee in the bond, and it may be understood that the bond was given to protect its interests. The premium of the bond was paid entirely by the construction company; no part of it was paid by or on behalf of the materialmen, nor does it appear that any of them knew that such a bond had been given, or was induced to supply material for the work by reason thereof. The corresponding provisions appearing alike in the contract and the bond whereby the surety company stipulated that the construction company would promptly pay all debts incurred for labor or material in prosecuting the work, inured to the benefit of the University only, and were designed to save it from mechanics' liens upon the property. Sun Indemnity vs. American University, Ct. of Appeals, Dist. of Columbia.

Complications in Fond du Lac Case

FOND DU LAC, WIS., June 20.—City council members here expect the Royal Indemnity to furnish bonds on public officials at the bid presented several weeks ago by A. B. Schuchardt, local agent. The city clerk was ordered to address a communication to the company informing it that the city has accepted the bid and expects the company to furnish the bonds.

The Royal Indemnity sent a letter to the city council, which was read at the meeting last week, asking that it be released from its bid, due to the fact that a mistake had been made in the bid, and that under no condition was it able to furnish the bonds at the price bid. The bid was below manual rate.

None of the public officials here are bonded yet as the result of the differences between the city and the company. City Attorney Lurvey said that it would be useless to start action against the company since there was no financial guaranty furnished.

PERSONAL GLIMPSES OF CASUALTY MEN

H. P. Stellwagen, secretary of the National Bureau of Casualty & Surety Underwriters, was married last week to Miss E. B. Minton, who has been private secretary to Jesse S. Phillips, president of the Great American Indemnity. The marriage was solemnized in the afternoon at the Embury Methodist Episcopal Church of Brooklyn. Mr. Stellwagen received a set of silver from the National Bureau and Miss Minton received silver from the Great American Indemnity. At Mr. Stellwagen's bachelor dinner given by his associates in the National Bureau he was presented with a chime clock.

Olaf H. Johnson, vice-president of the Underwriters Casualty, Milwaukee, and former insurance commissioner of Wisconsin was married in Kansas City June 13 to Miss Dorothy Bailey. The ceremony was performed in a hospital at Kansas City, where Mr. Johnson was confined due to injuries suffered in a motor accident while on his way to

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Kansas City, where he had expected to attend the Republican national convention. Mr. and Mrs. Johnson did not wish to have the marriage date postponed, so they decided to be married in the hospital room. Mrs. Johnson was formerly a resident of Kansas City, but has been secretary for a Milwaukee law firm for the past two years.

Mr. Johnson is known to everyone in the insurance fraternity in Wisconsin through his work as insurance commissioner. He was state senator prior to being appointed commissioner and was the leader on the senate floor during his term there.

James F. Ramey, secretary of the Washington-Fidelity-National of Chicago, and Mrs. Ramey announce the marriage of their daughter Evelyn to James A. Ford last Saturday in Louisville. Miss Evelyn Ramey has been a very successful teacher in Louisville. Louisville is the former home of the Rameys. Mr. Ramey was formerly Kentucky insurance commissioner and later became secretary of the Fidelity Life & Accident of that city.

E. M. Allen, executive vice-president of the National Surety, who has been abroad since May 12, is due to arrive in New York the latter part of the present week. He had been working unusually hard and the trip abroad was taken primarily to obtain a much needed rest. Mr. Allen planned to visit London, Paris and Berlin, as well as a number of centers of lesser importance and it is assumed looked into general underwriting conditions in each. It may be that the National Surety will decide to open up in certain of the European countries, though this is a matter of pure speculation just now.

Russell B. Taylor, formerly vice-president and general manager of the Reliance Casualty of Newark, is now president of the company, having been so elected a short time ago. Mr. Taylor received part of his underwriting training with the Zurich Accident, with which he was identified for nine years, for a time as manager of its Newark branch. He has an excellent knowledge of claim adjusting as well as underwriting, having had practical and valuable experience in both divisions of the business.

I. S. Benerd, California state manager for the Inter-Ocean Casualty, with headquarters at San Francisco, will spend the month of July in Alaska with his family.

Carl M. Hansen, president of the new International Reinsurance of Los Angeles, was in Chicago this week on his way to the west coast from New York. Mr. Hansen will maintain an office at 80 John street, New York.

The 30th anniversary of the connection of B. J. McGinn, vice-president and manager of the claim department of the American Surety, with the company was

recognized by his associate executives of the organization through the medium of a luncheon, and the presentation to Mr. McGinn of an appropriately engraved silver plaque.

A. D. Kelly, assistant agency superintendent of the Fidelity & Casualty, left New York City on Tuesday for a three weeks' trip among the company's representatives in the west. He will go as far as Denver.

CASUALTY EXECUTIVES DEFER NAMING COUNSEL

NEW YORK, June 20.—The annual meeting of the Association of Casualty & Surety Executives proved to be a brief and uneventful one. The only positive action taken was the reelection for another year of the following named members of the executive committee whose terms had expired: A. Duncan Reid, president Globe Indemnity, chairman; J. Arthur Nelson, president New Amsterdam Casualty, vice-chairman; R. R. Brown, president American Surety, and William Bro-Smith, vice-president Travelers. Consideration of the selection of a general counsel for the organization was deferred to a later though unnamed date.

Hudson Casualty Men Meet

NEW YORK, June 20.—It is expected that approximately 150 members of the Hudson Casualty Club, composed of executives, divisional heads and field representatives of the Hudson Casualty of Jersey City, will be present at the annual get-together dinner of the organization here tonight. In addition to a substantial repast, an entertainment program will be provided. At the gathering shop talk will be strictly taboo. Preceding the dinner the agents will visit the new headquarters of the company and learn its system for handling business.

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COLONEL CARRUTH IS CONVENTION SPEAKER

(CONTINUED FROM PAGE 47)

in the bank may be regarded as a loan to the bank. If for any reason the bank does not repay the loan, the surety company which guaranteed the loan or deposit must make it good. The essential difference between a bank loan and a depository bond is that the bank lends its money in advance, whereas the surety company pays the debt which its principal, the bank, has been unable to meet. If the agent, keeping these thoughts in mind, frankly explains the relationship and this similarity of the surety in extending its credit by guaranteeing the bank's deposits with the banker in making a loan to one of its clients, it is made more easy to convince the banker of the necessity for his giving the surety full and detailed information concerning the solvency of his bank.

"Many depository bonds are declined by surety companies on account of the failure of the agent to supply the underwriter with full and detailed information concerning the bank. The first step in submitting a depository case is to secure a detailed signed application. The surety companies have developed a standard form of application which is used by all member companies of the Surety Association of America. The new standard form application deals with the organization of the bank, tells what its earnings have been, what its directors are worth and what their actual interest in the bank is, and gives its financial statement and other necessary underwriting information.

Three Factors Essential

"Our home office underwriters consider three essentials to a good depository risk: Adequate working capital; experienced and conservative management; productive field of operation. A bank as well as a surety company must experience some losses. Its capital is its depositors' safeguard against ultimate loss. Its ratio to deposits should be \$1 in capital to every \$10 in deposits. The bank's surplus and profits are to absorb ordinary losses which otherwise impair its capital. Strong management is essential.

"Banks of small capital and located in isolated territories usually offer poor depository risks. A bank located in a community dependent upon one industry, or one crop, or where there are too many banks is not looked upon by the underwriter with favor. The progressive community, however, which diversifies its crops and has many sources of income, is considered a good location for a conservatively managed bank. When the agent is considering submitting an application to his underwriter for a bank depository bond, he should first carefully scrutinize the bank's financial statement and thus determine in his own mind the probability of securing the desired depository bond.

"The agent in submitting a depository risk for approval by his underwriter has a great deal more to do than to merely transmit a financial statement. It is up to him to pave the way for good feeling on the part of the bank officials toward the surety company.

"In considering the record of bank failures for current years, compared with those that are past, it must be borne in mind that every bank failure means the removal from the banking world of one more weak bank, and by process of elimination it is to be presumed that only the stronger and better banks survive. This is logical, but there has been a vast wave of bank failures during the past 10 years, and in consequence a vast number of weak and incompetently managed banks have disappeared from the picture. That there is still a number of weak banks to be reckoned with is manifest by continued failures in unwarranted numbers.

"There is good money in the depository bond business for the company as

well as the agent, provided it is intelligently handled. This is where the agent's tact, initiative, diplomacy and selling ability may be employed to his financial benefit. The agent who merely submits a financial statement of a bank or an incomplete application for a depository bond and goes no further in the preparation of the case is not only cheating himself of commission dollars and preventing his company from receiving a good depository premium, but is directly responsible for the failure to make his company a real asset to his community.

Proper Data Demanded

"No surety company at the present time will write a depository bond for a bank unless all of the underwriting data is properly supplied. General agents, branch offices and home offices of surety companies must necessarily depend upon the local agent to properly present the case in order that the bond may be authorized. I therefore appeal to you to exercise the greatest possible initiative, tact, diplomacy and brain power in properly presenting depository risks."

MISSISSIPPI AGENTS IN MEETING AT BILOXI

(CONTINUED FROM PAGE 8)

splendid accomplishments of the association during their term of office. The fine progress and splendid achievements of the organization are due largely to the wise and temperate yet fine administration of President Johnson and his associates. All were unanimous in their praise of his work. Mr. Johnson is regional vice-president of the National Association, having jurisdiction over the states of Arkansas, Tennessee, Mississippi, Louisiana and Texas. He proudly reports that his states have all gone over the top in the membership quota set by the National association. The people of Biloxi and Gulfport are to be congratulated upon the fine and hospitable way in which they entertained the members and guests of the association. Truly the citizenship of these two cities dispenses southern hospitality.

Newark Company Now Writing

With a capital of \$125,000 and a like amount of surplus, the newly formed Essex Fidelity & Plate Glass of Newark, N. J., is now writing business.

DeBlois Addresses Warehousemen

NEW YORK, June 20.—Speaking before the warehousemen of the port of New York yesterday, L. A. DeBlois, director of the engineering division of the National Board of Casualty & Surety Underwriters, declared that for every dollar paid for compensation insurance by mercantile and manufacturing plants of this city they are losing four dollars through non-insurable accident costs.

Policy Continues for Life

The Continental Mutual of Denver is preparing to go on a stock basis. It has been operating about two years. It has recently put out a non-cancellable health and accident policy with a view to building up a considerable volume quickly. The policy is not only non-cancellable but continues throughout life. Many non-cancellable policies cease at age 60 or age 65.

Casualty Notes

The New York Indemnity announces the appointment of Herman N. Dosker & Co. as general agents at Grand Rapids, Mich.

The annual outing of the Chicago office of the Ocean Accident will be held June 23 and the office will be closed all that day.

Money is one great power; time is a still greater power. Let us make the best use of our time. Money lost might be regained, but time lost is gone forever.

DEMAND IS SEEN FOR WELL TRAINED MEN

(CONTINUED FROM PAGE 12)

their powers of management and organization have thus been enabled to grow pari passu with the need for their application.

Must Be Exceptional Man

"The general manager of a modern insurance company must indeed be an exceptional man. He has to exercise an adequate control over the numerous phases of his company's activities, keep himself abreast of the position as regards life, fire and marine insurance and all those innumerable branches of insurance that are grouped under the head of 'accident and general.' This is not only the case as regards this country, but as to the United States, the Dominions overseas and foreign countries in every clime. The large composite insurance offices both here and abroad embrace their own boards of directors and their own general managers. In the United States particularly, many of these companies are of great magnitude, with widespread interests and with an extremely able and self-confident personnel.

Refers to Company Groups

"While the operation of these subsidiary companies can have a very important bearing on the prosperity of the parent company, the control which can be exercised is only indirect. Its efficacy rests entirely on the tact and personal ability of the management of the parent company. This is especially true in the case of the large subsidiary companies which of recent years have been formed in the United States.

"At this year's meeting of the Royal, the chairman stated that a recent development in the United States which is of considerable interest, is the flotation of a number of insurance companies, some of which are capitalized on a scale which indicates the creation of extensive organizations.

Demand for First Class Men

"One result of these flotations and of the growing strength of American insurance interests is an increasing demand in that country for first-class insurance men. This is a consideration which obviously increases the difficulties of the British companies in exercising an adequate supervision over their American interests. It is often not merely a question of not doing anything which may cause you to lose an able servant, but of having to fight hard to retain him against the attractive counter-proposals of American companies. Fortunately the general managers of our great insurance companies have had sufficient experience to enable them to deal adequately with the situation, but obviously the training of the younger generation to take their places in due course is a question of the utmost importance.

Smaller Companies Absorbed

"The position has been made more difficult in many ways by the absorption during recent years of so many of the smaller British insurance companies. These smaller companies provided an excellent training ground for the future managers of the bigger companies, since the general manager of one of these companies had to exercise on a small scale most of the duties of the manager of one of the bigger companies. When once the small company is absorbed into the larger company the position of its general manager is obviously altered, since the ultimate responsibility for the success of his company no longer rests with him and he is not called upon to deal with the subtler points of general tactics."

With the growing complexity of modern business life, American fire underwriters as well as those specializing in other divisions of insurance, recognized

the need for a staff of trained employees, and to that end counseled those in their service to take advantage of every opportunity for educating themselves and thereby secure an adequate equipment for positions of greater responsibility. Encouragement was given those willing to take the educational courses provided by insurance societies and kindred bodies, and prizes awarded to all showing unusual proficiency. The day when anyone willing to work and with a common school education could go far in an underwriting organization is past. The insistent demand is now being for trained men, trained not only along academic lines, but in the history and practice of the particular branch of insurance in which they are engaged. Machine men are not wanted, save for strictly clerical positions. The call insistently is for men of vision, adaptability and of swift and sure judgment. To all such insurance offers an attractive future, and lucrative positions will ever be open.

FIRE AND CASUALTY SHOWN IN COMPARISON

(CONTINUED FROM PAGE 11)

percentages of the grand total, are given in the following compilation:

Fire Companies		Pct. of Tot. Grand	Pct. of Tot. Grand
	Premis., 1927	Fire	Total
Stock—Fire only	\$ 711,007,950	.65	.44
Stock—Accessory			
Lines	257,727,488	.23	.12
Stock—Total ..	968,735,438	.88	.46
Mutual	*117,446,074	.107	.06
Recip. & Lloyds ..	*17,151,471	.016	.009
Total Fire Co.'s	*1,103,332,983	...	.53
Casualty and Surety Companies		Pct. of Tot. Grand	Pct. of Tot. Grand
		Cas.	Total
Stock	*781,013,781	.81	.38
Mutual	147,417,328	.15	.07
Recip. & Lloyds ..	37,550,017	.04	.02
Total Cas.	*965,981,116	...	.47
Grand Total ..	2,069,314,099	...	1.00
Accident and Health		Pct. of Tot. Grand	Pct. of Tot. Grand
		Cas.	Total
Stock	*163,200,166	.17	.08
Mutual	54,737,885	.06	.03
Total	*217,938,051	.23	.11
Workmen's Compensation		Pct. of Tot. Grand	Pct. of Tot. Grand
		Cas.	Total
Stock Cas.	162,167,705	.17	.08
Mutual	50,611,952	.05	.02
Reciprocals	1,400,576	.002	.001
Total	213,181,233	.22	.10
Fidelity and Surety		Pct. of Tot. Grand	Pct. of Tot. Grand
		Cas.	Total
Stock	96,005,762	.10	.05
Mutual	84,442	.001	.001
Total	96,090,204	.10	.05
Liability Other Than Auto		Pct. of Tot. Grand	Pct. of Tot. Grand
		Cas.	Total
Stock	58,855,354	.06	.03
Mutual	4,463,449	.005	.002
Total	63,318,803	.07	.03
Burglary and Theft		Pct. of Tot. Grand	Pct. of Tot. Grand
		Cas.	Total
Stock	39,909,664	.04	.02
Mutual	137,709	.001	.001
Total	40,047,373	.04	.02
Plate Glass		Pct. of Tot. Grand	Pct. of Tot. Grand
		Cas.	Total
Stock	15,629,181	.016	.008
Mutual	882,949	.009	.004
Total	16,512,130	.017	.008
Automobile		Pct. of Tot. Grand	Pct. of Tot. Grand
		Auto.	Total
Stock Fire	106,813,327	.26	.05
Stock Casualty ..	207,353,898	.50	.10
Stock Full Cover ..	28,721,511	.07	.014
Mutual	43,363,742	.10	.03
Recip. & Lloyds ..	28,110,332	.07	.014
Total Auto.	414,362,810	...	.20

*Not including figures of full cover automobile companies duplicated in casualty list, representing \$5,407,688 mutual and \$28,393,295 reciprocal and Lloyds premiums.

†Including accident and health premiums of legal reserve life companies.

Automobile Insurance Decision

Appellant urges that the award was invalid because the appraisers considered and based their valuation upon a list of, or their own knowledge of, secondhand car values and considered such without plaintiff's presence or knowledge. Held that they were chosen as men known to be familiar with the handling and selling of automobiles. Such arbitrators may properly use their own expert knowledge of the subject matter. There was here no substantial failure by the appraisers to appreciate the matter and questions before them. Dechant vs. Globe & Rutgers Fire Sup. Ct. Wis.

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